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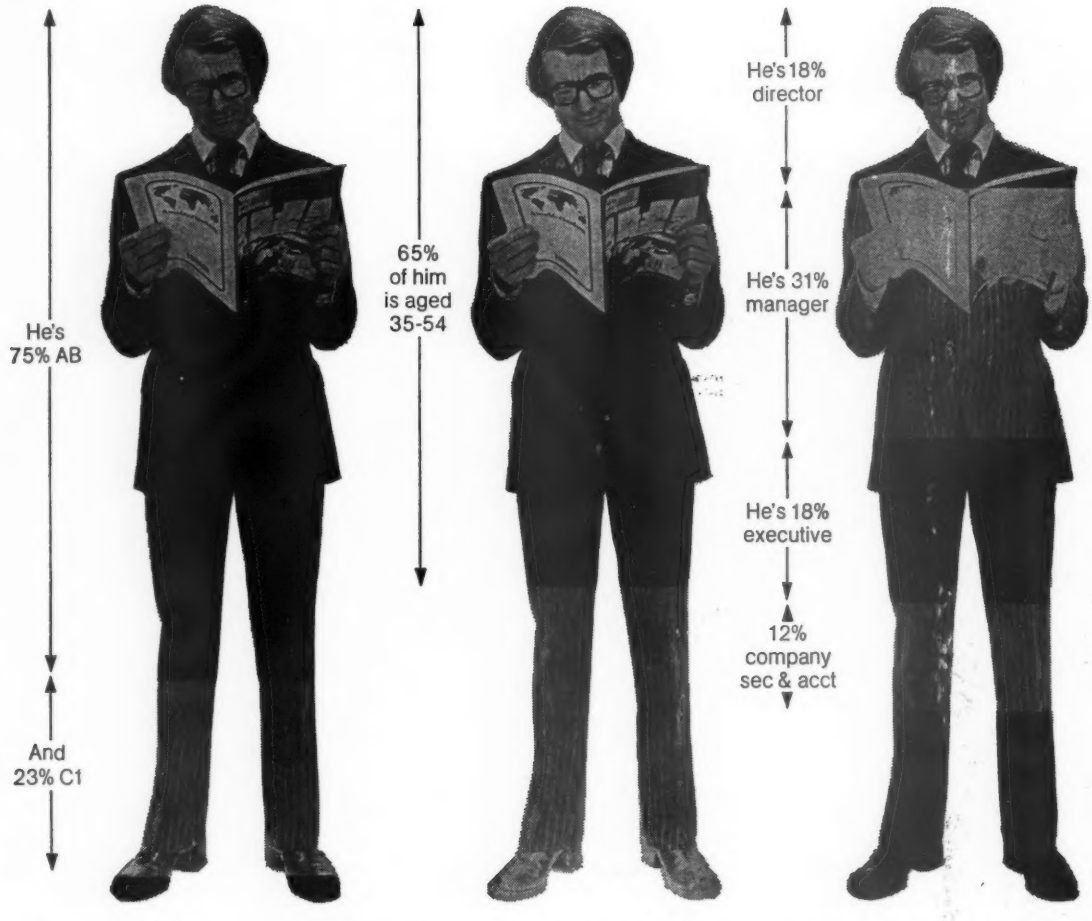

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14 November 1975

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Trade and Industry

Incorporating the Board of Trade Journal

Volume 21. No. 7.

Pages 385 to 472. 14 November 1975.

Price 20p. Net subscription post inclusive, £15.34

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Advertisements: T. G. Scott & Son Ltd., 1 Clement's Inn, London WC2A 2ED. Tel: 01-242 6264 or 01-405 4743.

Subscriptions: HMSO, PO Box 569, London SE1. 01-928 6977 ext. 472

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Industrial Strategy

I think the first question is why we need an industrial strategy at all.

As a country we have got to raise our sights in manufacturing industry. To do that effectively everyone – workers, managements, Government – needs a much clearer idea of what the problems are, what we should be trying to do. We must develop the right strategy for industrial progress: unless we manage this, decisions on issues both large and small stand a high chance of being wrong. And the fact is that people function better if realistic objectives can be agreed and the ways of reaching them mapped out in fair detail.

Manufacturing is the backbone of this country's economy and I don't think I need spend much time emphasising how urgent it has become to strengthen it. This time of world slump has thrown a probing light on weaknesses that have been developing for a great many years. Now we have to start reversing that process.

At Chequers everyone present – the CBI, TUC and Government – recognised the need to work together for a high-output, high-earnings economy based on full employment. That means giving industrial success much more emphasis than we have in the past and not shirking the difficult decisions this will pose – in the near future, for example, giving industrial development priority over consumption or even social objectives. It means discarding some of the crazy notions that have built up in our society such as the one that work in industry – at whatever level – rates less than occupations that are basically secondary. Or if you like that profits even if retained for investment are evil. Or that people on the shop-floor have no creative contribution to make and need not be consulted properly on matters of policy.

Changes of this scale and depth will be difficult and they will take time. That's why it's urgent we should start now. This recession at least has the one virtue that it concentrates our minds on essentials.

So what kind of industrial strategy are we working towards?

In the first place a strategy that helps us to get away from confrontation whether within industry or between industry and the Government. The plain fact is that workers, managements and Government all need each other. It is high time that we all learned to work together in the national interest towards agreed objectives.

And beyond that we need a strategy that is both realistic and flexible. By realism I mean above all based on the hard facts of world markets and what can we do, as a medium-sized economy, to compete in them a lot more strongly than we have in the past. And, just as important, competing much more in our own domestic market too.

Part of our relative decline in world trade has been inevitable. Part has been because we just haven't managed our affairs so that we can compete nearly strongly enough. There are no special villains in this sad story. But all of us, including Government, have to pull up our socks in the future.

By flexibility I mean a strategy based on the best analysis we can manage but revised when market conditions change and above all exposed to a constant process of discussion. The same type of process which well-managed firms adopt for their own corporate planning.

I remember reading recently that our industrial strategy might well be a way of systematising mistakes. That criticism wrongly presupposes the straitjacket approach. I hope and believe that the reverse will be true – that the process will reveal mistakes or lapses into inertia that otherwise we would fall into. If we had had this approach ten years ago we might have seen the difficulties growing in the motorcycle industry, for example, and taken corrective action in time.

The elements which must be involved in the new strategy – better co-ordination of policies affecting industry's efficiency, better use of the instruments of industrial policy, adequate profitability and finance, more effective manpower policies and so on – are set out in the paper the Chancellor and I put to the NEDC.

There is a great deal of emphasis that this new approach is not a National Plan. How does it differ from formal plans?

I think the main weakness in the approach of National Plans was that they set up 'one-off' growth targets. When it became clear that the targets couldn't be achieved, when there weren't early and visible signs of success, the

At Chequers on 5 November the NEDC gave support to the Government's new approach to industrial strategy. In this interview Eric Varley, Secretary of State for Industry, discusses the way forward.

Plans were no longer considered relevant. Instead of revising the Plans in the light of changing circumstances – as the French and the Japanese do – we abandoned the whole idea.

Now, as I have said, we are proposing an essentially flexible approach – not a formal, rigid or even 'targeted' plan, but rather a framework of analysis and discussion of practical means of improving performance in particular sectors. A framework that will not only take in the knowledge and views of people in industry, but will be reviewed and adjusted to take account of changing circumstances and as our experience of working the process grows.

Incidentally, we shouldn't think that past exercises in planning were all a dead loss. Apart from teaching the need for flexibility, they enabled us to learn a lot about analytical techniques, methodology and so on.

So really it will be a planning process rather than a plan. What will this involve?

The first step is the provision of the systematic statistical and analytical framework. The Department of Industry has already done a good deal of work on this and now that the NEDC has endorsed the general approach we shall press forward with great determination.

We are looking at things like size, growth rates, trading performance, world demand and competitiveness at home and abroad, and the implications for different industries of various growth projections. This won't just be bare figures – it will have to take account of a great many qualitative factors and be tested by the experience and judgements of people directly concerned with the industries.

The aim will be to concentrate on those sectors that are central to our economic objectives. As the Chancellor and I said in our paper for the NEDC the most important sectors will be grouped under three headings – industries which appear to have the best prospects, industries which have good potential, and industries like components which are most important to the rest.

Some people have criticised these groupings as being so all-embracing as to be meaningless.

I think this misses the point. The grouping and the criteria we use are part of the process of analysis – part of the process of assembling knowledge. This is a basis for taking the action appropriate to each sector, in the light of the best knowledge available: it doesn't predetermine the action we will take in any respect.

What does happen, then, once you've worked out this framework and groupings?

Well, first it will be a starting point for developing Government's own industrial planning. The amount of money the Government has available for industry is limited, so it is essential that we develop a way of determining priorities for using it to the best effect.

We have already introduced schemes to improve the performance of individual sectors – ferrous foundry, machine tools, clothing and textiles – based on the sort of analysis I've described. And when we are faced with short-term decisions we'll be able to make them in a way more consistent with longer-term objectives.

Second, it will be a starting point for other policy decisions and there are a wide range of policies affecting industry – not only macro-economic policies but others like environmental protection and health and safety – all things affecting industry's performance and prospects. We've emphasised that these types of policies need to be co-ordinated so that greater priority is given to industrial growth.

To do this Government has got to be able to assess the effects of policies on individual sectors of industry and take account of these effects in making the policies. And that we'll be better able to do in this planning framework.

This will be because – and this is the most important thing – the analysis will also be a framework for tripartite discussion and action to tackle the things which have caused poor industrial performance at national, industry and company level.

I've covered the national aspects – Government action to give industrial growth priority and to ensure the best climate for this growth. These discussions will of course be in the NEDC. At industry level we will have intensive discussions in the Little Neddies and ad hoc committees – first to examine the prospects and problems of each industry, but also to discuss specific recommendations for action, including

Industrial Strategy

continued

Government action like the industry schemes I have mentioned.

And we will also have discussions with individual companies, for example in the context of planning agreements. It's the decisions of management and unions at the firm level which together principally determine our industrial performance. So the discussing prospects and problems in this way will be very important indeed.

Because it is management and, workers at the point of production, in factories scattered all over the country, who will have the responsibility for tackling the fundamental problems of sharpening our competitive edge.

I'd like to emphasis that it is this continuous discussion at all these levels that will be a main benefit of the process – that's a real lesson from the French and Japanese planning.

Can you give me an example of how this will work for a particular industry or sector?

Well I'll give you a part example, of an industry I have just mentioned – motorcycles. I think it is a good case in point, because in many respects it encapsulates the problems of our industrial performance. Ten years ago we had a large share of the world market: since then despite booming demand our share has been declining to the point of near extinction.

It we had had this planning process 10 or 15 years ago I think we would have been able to identify the problems and prospects of the industry – looking at it obviously in terms of international competition – which would at least have given us the chance of deciding on appropriate action. As it is we have provided the industry with some £24 million over two to three years without having a clear idea of how it fitted into our industrial priorities. I think we would, for example, have been able to identify the constraints on its competitiveness, its investment needs, where it depended on other industries and so on, and the likely market environment.

No doubt we would still have been faced with difficult decisions. But at least they would be decisions based on the best knowledge we can assemble, decisions based on consultation and co-operation and decisions made while there was *time*.

You've mentioned Planning Agreements. What about the NEB?

The National Enterprise Board will of course operate within the new strategy, to provide finance for companies in key sectors and concentrating on companies with a strong potential for successful expansion.

It will have a major role in promoting changes in the management and organisation of industrial companies as well as securing the desired restructuring of sectors.

So its activities may take a variety of different forms, including new joint ventures with private firms and bidding to take individual companies into full public ownership or launching new public enterprise ventures where a particular industrial or economic objective needs to be met. It will add to the range and flexibility of the instruments we have to promote change and expansion.

Can we go back a moment to the factors which have caused the relative decline of manufacturing industry. The paper you and Denis Healey presented mentions what are presumably interrelated factors – low investment, inefficient use of capital, low productivity, a low return on capital and a declining rate of industrial profitability. Isn't this the real vicious circle?

This is an immensely complex question and no one is going to give an answer that satisfies everyone because there is so much argument about the point of emphasis, the chicken and the egg argument.

The first thing to remember is that these are generalisations, just as when we talk about the relative decline of British industry we are generalising. There are very many firms which have made high investment, good investments leading to high productivity, including high labour productivity, and high returns. The problem is moving average performance towards the best.

Second, is that the general facts can't be quarrelled with – comparatively we have a lower level of investment and get a poorer

return for that investment than our competitors.

Two things are clear here: as long as new investment is inadequately used, because of defects in management or labour practices – firms won't be keen to invest more. But at the same time, workers are not going to agree to reductions in manning levels or to give up restrictive practices unless industry is producing new investment to provide new jobs for them to go to. So there is an interdependence between the use made of investment and the readiness of firms to invest – indeed, the ability of firms to invest.

So right, we've got to break this vicious circle, and I think we can by getting both sides of industry working together in the context of this new approach.

One more thing on profitability. We've made it clear that we accept the need for industry to earn a reasonable return on capital. But let's be clear on this. The *raison d'être* of profits is investment – the bulk of profits should be ploughed back to strengthen the industry that produces them.

Isn't part of the problem that industry feels that Government is always 'kicking industry in the teeth', by moaning about its 'poor' performance?

Well, part of the problem is attitudes. But let me repeat a point made by the Prime Minister – at the Chequers meeting we were all agreed on the facts of the decline and no-one was blaming anyone else for this situation. The paper Denis Healey and I presented accepts that Governments (and I stress the plural) must take their share of the blame, and we've indicated what we intend to do to improve our performance. That's a basis we can work on surely, admit our own failings, learn the appropriate lessons and get on with the job. We've had enough of mutual recriminations.

As far as I am concerned, there is an immense reservoir of skills and enterprise in British industry, at all levels. Many British firms are the equal of any in the world: their products the best in the world. OK. But if this were the case across the board, there would be no problem – that's the importance of the emphasis in the paper that part of the challenge is to raise the efficiency of the average or below-average firm in any sector towards the level of the most efficient firm in that sector. The other part is to get resources into expanding sectors efficiently.

What are the next steps?

At the Department of Industry we shall be pressing ahead with the statistical and analytical framework. In the early stages we need to concentrate our efforts. We aim to select about thirty industries for discussion within the NEDC. For each of these we shall be producing a profile giving a picture of the key characteristics and what we see as the industry's prospects for the next five years.

I shall be giving a report on progress in establishing administrative procedures at the December NEDC and I hope to have more detailed proposals for the meeting in January. Later on will come discussions with the Little Neddies or their equivalents and also at company level.

I think it is worth remarking that nothing in the new strategy requires legislation so there will be no delays on that score. And, as we have already begun to do, Government decisions will be taken to conform with the strategic objectives.

To take the question a little more widely the important fact is that Government, Management and Unions have agreed a common approach in the interests of this country's industrial revival. There will be plenty of opportunities for developing this in the months ahead. But we are not going to solve the problems which have built up over so many years at all quickly. A fundamental change in our industrial performance can only come from a fundamental change in relations between both sides of industry at every level and between industry and the Government. We have made a start on promoting this change.

The text of the paper 'An approach to industrial strategy', prepared by Denis Healey, Chancellor of the Exchequer and Eric Varley, Secretary of State for Industry, was published in *Trade and Industry*, **last week, page 322.**

Home News

Proposals to alleviate waste paper cyclical demand problem

The Advisory Group on Waste Paper Recycling has approved a report containing proposals for helping to alleviate the problems of cyclical demand for waste paper, Gerald Kaufman, Parliamentary Under-Secretary in the Department of Industry, told a 'How to Make Waste Pay' Conference in London on 11 November.

Mr. Kaufman stressed that he was very much aware of the difficulties which exist for both industry and collectors caused by the low demand for waste paper. 'The primary object of the Advisory Group is to promote a long-term increase in recycling matched with increased waste paper collection. A major problem is how to balance supply of waste paper with demand. The Group has been studying ways and means of at least reducing the peaks and troughs of demand, and has approved a report, including a number of recommendations, which is to be put to the Waste Management Advisory Council.

'The report includes outline proposals for helping to alleviate the problems of cyclical demand – a problem which many other countries are considering, but to which no-one else has yet found a satisfactory answer. The Government is considering this problem urgently. While it cannot, of course, be bound by the report, and in the present economic situation will need to fully consider all proposals involving Government expenditure, the Group's views will be fully taken into account.

'I cannot therefore make any definite statement at this stage,' Mr. Kaufman said, 'but I am hopeful of obtaining necessary approvals soon for some measures which should help to deal with this problem. It is, however, important that the collectors, including the local authorities who are already involved, should maintain their collections, even at a time when there are restraints on their spending because of our present economic climate. In the long term, the answer to the cyclical demand problem must be found by the industry and by collectors making arrangements on a sound commercial basis.'

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-matter
1,269,945	Orsymonde	Improvements in or relating to phloroglucinols
1,270,267	Maurice Charlatte	System for storing and distributing a liquid under pressure
1,300,519	Creed and Co. Ltd.	Traversing drive arrangement for a serial printer
1,364,646	Creed and Co. Ltd.	Printing telegraph machines
1,365,345	Creed and Co. Ltd.	Line-at-a-time mosaic printers
1,318,177	Standard Telephones and Cables Ltd.	Semiconductor devices
1,336,777	Standard Telephones and Cables Ltd.	Channel plate image intensifier
1,345,956	Standard Telephones and Cables Ltd.	Electrical cable components including a layer of a semi-conducting fluoropolymer composition
1,319,587	The British United Shoe Machinery Co. Ltd.	Improvements in or relating to the treatment of thermo-plastic sheet material
1,341,612	Chinoin Gyogyszer-Es Vegyeszeti Termekek Gyara Rt	New theophylline isobutyrate salts and process for the preparation thereof
1,353,217	International Standard Electric Corporation	Information transmission systems
1,381,265	Crompton Parkinson Ltd.	Improvements relating to electric storage batteries
7 October 1975		
1,074,348	Standard Telephones and Cables Ltd.	Grids for thermionic valves
1,144,101	Standard Telephones and Cables Ltd.	Electric discharge tubes
1,215,974	Tweedy of Burnley Ltd.	Improvements in or relating to dough manipulation
1,273,375	Tweedy of Burnley Ltd.	Improvements in or relating to mixing or comminuting devices
1,328,790	Tweedy of Burnley Ltd.	Improvements in or relating to dough moulding
1,331,753	Tweedy of Burnley Ltd.	Improvements in or relating to storage containers
1,352,993	Tweedy of Burnley Ltd.	A conveying device
1,256,798	Citroen SA (Automobiles Citroen, Berliet Panhard)	Improvements in or relating to semi-rotary fluid-driven motors or actuators
1,309,959	Agfa-Gevaert Aktiengesellschaft	Photographic material
1,332,577	International Standard Electric Corporation	Ferrites
1,367,314	Max-Planck-Gesellschaft zur Forderung der Wissenschaften ev	Method of recording data and a recorder for carrying out this method
1,370,130	Italsider SpA	A method for measuring the volume of gases at the outlet of an oxygen converter
1,375,009	Italsider SpA	A draft and buffing gear
1,375,373	Insit SpA	Improvements in or relating to methods of, and apparatus for, manufacturing gaskets
1,384,198	Oskar Kastli	A device for boarding and planking

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

Winter fuel supplies

Steps taken by the Government and industry to anticipate the effects of severe winter weather on fuel supplies were outlined on 10 November by Tony Benn, Secretary of State for Energy, in the House of Commons.

He was replying to a Parliamentary Question by Eddie Loyden (Garston), who asked: 'What steps have been taken to ensure adequate energy supplies in the event of a severe winter?'

Mr. Benn advised consumers to build up their stocks of fuel to ensure against transport difficulties. He also made the following points:

In general, the worst hazard affecting the movement of fuel stocks is a combination of heavy snowfall and prolonged severe frost. These affect road and rail movement and severe frost can cause problems by freezing up stocks of solid fuel. But the fuel industries and the transport industries have contingency plans for reducing the effects of severe cold on production and distribution of stocks.

Coal: The main effect of bad weather is on coal movement (approximately 70 per cent of which is by rail). Each year in October the NCB reviews with British Rail its estimates of winter production and the railway resources available to move it. Contingency plans to transfer movement temporarily to road are then brought up to date.

Gas: The British Gas Corporation expects to be able to cope with severe winter conditions. Ninety-five per cent of all the gas used in the UK comes from the North Sea and is not affected by low temperature conditions.

Electricity: Due to the sharp down-turn in the demand for electricity there is at present a considerable amount of spare capacity in the electricity supply system. Unless extremely cold weather arrives unexpectedly, the electricity supply system should be able to meet all demands this winter bearing in mind the high stocks of fuel at power stations.

Oil: Much of the oil consumed is transported by pipelines which are not affected by cold. In severe weather the supply of oil by rail to terminals and direct to customers would in general be safeguarded by the measures taken by British Rail, and similarly the measures taken by local authorities to keep roads open should ensure that road tanker deliveries are maintained.

Time limits for Regional Development Grants applications

Gregor MacKenzie, Minister of State for Industry in answer to a Parliamentary Question raised by Joseph Dean (Leeds West) on 11 November as to whether the Minister intends to set a time limit for the acceptance of applications for regional development grants said:

'Yes. Under Section 5(1) of Part I of the Industry Act 1972 the Secretary of State may direct the time within which applications for grant shall be made and it is intended that no grant shall be made on assets provided before 1 April 1974 unless an application is received by the Department on the appropriate form not later than 1 July 1976. For the period beginning 1 April 1974 and ending on 31 March 1975 applications should be received by 1 April 1977. Thereafter until further notice applications should be made not later than the end of two years after the end of the quarter during which the asset was provided.

'It is considered that this period strikes a fair balance between the need to give an applicant reasonably adequate time in which to present his application and the need to give the Department an adequate period in which to satisfy itself that the conditions and purposes of the Act have been observed. Exceptionally, if the Secretary of State is satisfied that the application is delayed for reasons beyond the control of the applicant, consideration will be given to whether the late application may be accepted.'

Accordingly the following Direction has been made:

INDUSTRY ACT 1972
THE REGIONAL DEVELOPMENT GRANTS (APPLICATION) DIRECTION 1975

The Secretary of State for Industry, in exercise of his powers under Section 5(1) of the Industry Act 1972, hereby directs as follows:

1 An application for a grant under Part I of the Act in relation to an asset shall be made on the appropriate form and, subject to paragraph 2 below, shall be made not later than the end of two years after the end of the quarter during which the asset was provided.

2 An application for a grant under Part I of the Act shall be made:

(i) in relation to an asset provided during the first relevant period, not later than 1 July 1976; or

(ii) in relation to an asset provided during the second relevant period, not later than 1 April 1977.

3 (1) For the purposes of this Direction an application shall be deemed to be made on the date when it is received by the Department of Industry.

(2) In this Direction:

'quarter' means a period of three months ending at the end of March, June, September or December;

'the first relevant period' means the period beginning on 22 March 1972 and ending on 31 March 1974;

'the second relevant period' means the period beginning on 1 April 1974 and ending on 31 March 1975;

'the appropriate form' means the form appropriate to the asset in question published by the Secretary of State from time to time for the purposes of applications for grant under Part I of the Act; and

'the Act' means the Industry Act 1972.

dated 12 November 1975

N. E. Nolan, an Assistant Secretary of the Department of Industry.

It can be seen from the above that the object of the arrangements is that applications should be received at the Regional Development Grants Offices within a specified time. In particular applicants should note that it is intended that no grant shall be made on assets provided before 1 April 1974 unless the application is received by the Department on the appropriate form not later than 1 July 1976. For the period beginning 1 April 1974 and ending on 31 March 1975 applications should be received not later than 1 April 1977.

The Minister's reply gives ample notice to industry of the cut-off date in relation to expenditure for assets provided up to 31 March 1974. If firms have not already prepared their applications they still have some seven months in which to submit them.

It should be noted that, after the two periods mentioned above, the period in which an application for grant must be made is within two years after the end of the quarter during which the asset was provided. As this will automatically advance quarter by quarter, no further directions will be made so long as the period allowed remains unchanged. The determination of the date of provision can vary depending on the type of application and is explained in the appropriate explanatory notes for the particular application forms.

Application forms and explanatory notes containing full details of how applications should be made are available from the Regional Development Grants Offices. The addresses and telephone numbers of these offices and the areas which they cover are as follows:

Regional Development Grants Offices

Department of Industry,
Regional Development Grants Office,
Queensway House, West Precinct,
Town Centre, Billingham,
Cleveland TS23 2NF
(tel: 0642 553671; telex 58608 INGRA BILLHAM).
Areas for which responsible: Cleveland, Cumbria (excluding Barrow-in-Furness, Dalton-in-Furness, Grange-over-Sands and Ulverston), Durham, Humberside, Northumberland, Tyne and Wear, Yorkshire and the intermediate areas of Lincolnshire (Gainsborough, Horncastle, Louth, Mablethorpe and Skegness).

Department of Industry,
Regional Development Grants Office,
St. Peter's House,
Stanley Precinct,
Bootle, Merseyside L20 3LZ
(tel.: 051-922-4030; telex 627162 INGRA BOOTLE).
Areas for which responsible: Cheshire, part of Cumbria (Barrow-in-Furness, Dalton-in-Furness, Grange-over-Sands and Ulverston), Greater Manchester, Lancashire and Merseyside; also the intermediate areas of Alfreton, Chesterfield, Clay Cross, Eckington, Heanor, the High Peak District and Stavely in Derbyshire, Sutton-in-Ashfield and Worksop in Nottinghamshire and Oswestry in Salop.

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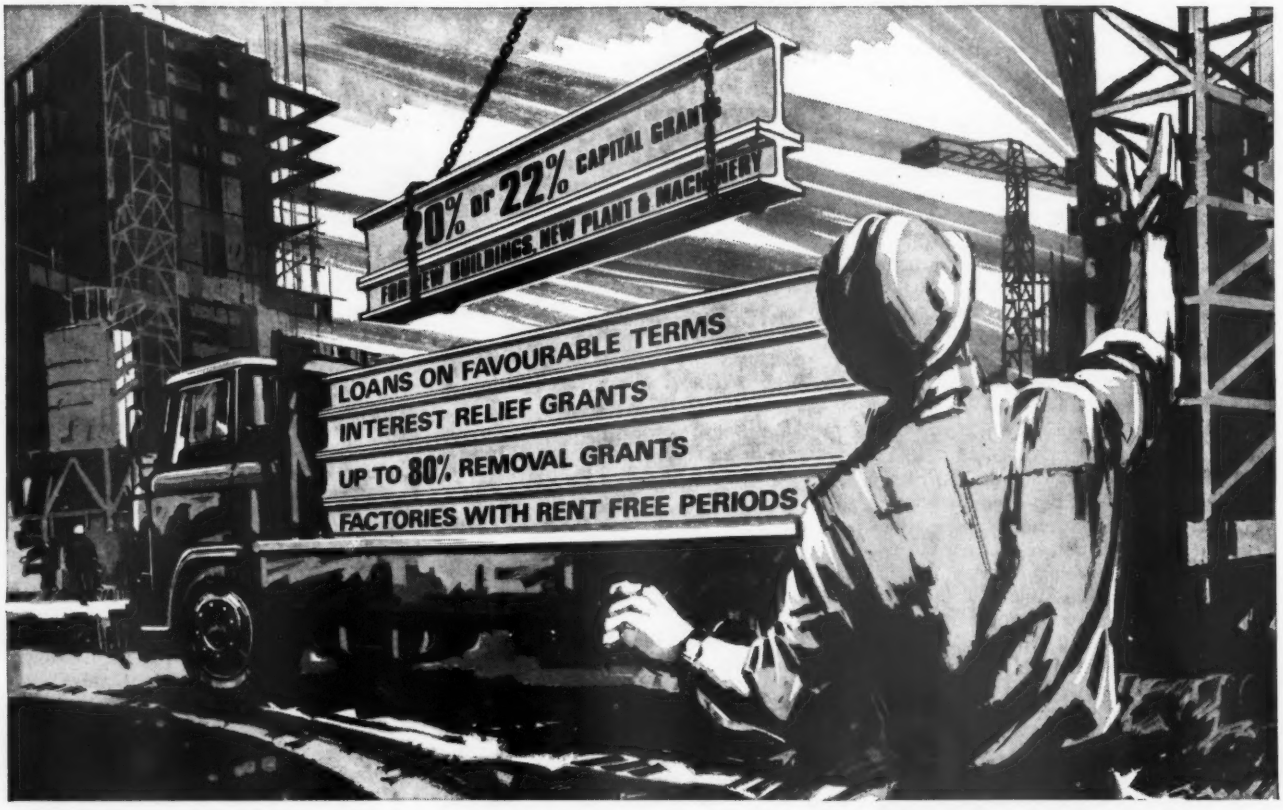
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Wales. Tel: Cardiff 62131 (STD code 0222)

Northern Region. Tel: Newcastle upon Tyne 27575 (STD code 0632)

North West. Manchester, tel: 061-236 2171

Yorkshire & Humberside. Tel: Leeds 443171 (STD code 0532)

East Midlands. Tel: Nottingham 46121 (STD code 0602)

West Midlands. Birmingham, tel: 021-632 4111

South West. Tel: Plymouth 21891 (STD code 0752) or Bristol 291071 (STD code 0272)

London & South East. London, tel: 01-603 2060

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To: The Industrial Expansion Team, Department of Industry, Millbank Tower, Millbank, London SW1P 4QU

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Cardiff CF2 1SY
(tel. 0222 42611; telex 49538 INGRA CARDIFF).

Areas for which responsible: Wales, Cornwall (including the Isles of Scilly,) and the assisted areas in Devonshire. This Office also deals with residual questions on the Derelict Land Clearance areas of Derbyshire, Leicestershire, Nottinghamshire and Staffordshire.

Department of Industry,
Regional Development Grants Office,
Magnet House,
59 Waterloo Street,
Glasgow G2 7BT
(tel: 041-221-9833; telex 77611 INGRA GLASGOW).

Area for which responsible: Scotland.

Under Part I of the Industry Act 1972 grants may be made towards approved capital expenditure incurred in providing new buildings and works other than mining works on qualifying premises in the assisted areas. In derelict land clearance areas grants may be made towards similar assets begun before 22 March 1974. Where the work was not completed before that date grant will be related to the cost of the work carried out before that date and application must not be made until the expenditure in question has been defrayed.

In the special development and development areas grant may also be made towards approved capital expenditure on new machinery or plant for use in qualifying premises or in construction activities and on mining works. 'Qualifying premises' are premises used wholly or mainly for certain 'qualifying activities'. The qualifying activities are principally those described in Orders II-XX of the Standard Industrial Classification (manufacturing, mining and construction), together with certain specific repair activities, the processing of scrap and waste materials, scientific research relating to and the training of staff for work in any other qualifying activities.

The rate of grant payable is in general 20 per cent of the approved capital expenditure but where the qualifying premises or mining works are in a special development area the rate payable is 22 per cent.

Grants are not available towards the cost of asssets which are used for less than a year and in general grants are made on condition that assets are used for a minimum period of four years in qualifying premises (or construction sites in development areas for assets used on construction activities).

Under present arrangements (which will continue) applications, which must be certified by an independent accountant, may be made on

1 incurred approved capital expenditure on an asset already provided or
2 defrayed approved capital expenditure on an asset to be provided.

Where application is on form RDG/S which is primarily intended for use where the expenditure incurred is in respect of plant or machinery provided for use in MLH 500 (construction) activities, application should not be made until the asset has been put to use and details of the site can be given.

First advance factory for Merseyside industrial estate

The 25,000-sq. ft advance factory allocated to Merseyside in the programme announced in June by Gregor MacKenzie, Minister of State for Industry, is to be built on the Department of Industry's new industrial estate at Gillmoss, Liverpool.

This will be the first factory to be built on the 21-acre site, formerly occupied by the Napier Works. Building work is expected to begin early next year.

Work starts on two more Government factories

The English Industrial Estates Corporation has announced that two advance factories, each of 1,350m² (15,000 sq. ft) were being built for the Department of Industry in Lancashire.

Work has just started on one factory at White Lund, Lancaster, where a contract worth over £135,000 has been awarded to J. Parkinson and Sons Ltd., of Lancaster. Architects for the project are the Gilling Dod Partnership, of Liverpool, and the quantity surveyors are A. E. Thornton-Firkin and Partners, of Blackburn. The premises should be available by September 1976.

A contract worth over £115,000 has been awarded to Caton and Duckworth Ltd., of Blackburn, for the construction of the other factory, which is in Rossendale Road, Burnley. Architects and the quantity surveyors for this project are again Gilling Dod Partnership, and A. E. Thornton-Firkin and Partners. Work is due to start early in November and the premises should be ready for occupation by August 1976.

A Garment and Allied Industries Requirements Board

The Department of Industry is to set up a Garment and Allied Industries Requirements Board (GARB) to assist these industries to strengthen their scientific and technological resources.

The GARB will be concerned with research and development in the textiles (except the manufacture and extrusion of polymers), textile products, clothing, leather and footwear industries and with the machinery and equipment employed in their manufacture. Its major objectives will be to identify those areas which will most benefit from additional research and development, to promote technological innovation and hence lead to improvements in productivity, quality control and speed of reaction to fashion changes in these industries. The Board will work closely with the Government scheme for the support of the Clothing and Textile Industries announced on 15 October.

Under the chairmanship of Mr. L. P. Bamford the Board will include industrialists and academics as independent members as well as appropriate official representatives.

The GARB is the eighth Requirements Board to be set up to implement the customer/contractor relationship recommended in the White Paper 'Framework for Government Research and Development' (Cmnd. 5046, July 1972). The formation of this Board marks an important step in the implementation of the Department's policy of giving increasing support to the technologically under developed industries.

Director appointed for clothing industry scheme

Stephen Carter, operations director of Quelrayn Ltd. (a Carrington Viyella subsidiary) for the last six years, has been seconded to the Department of Industry as Director, Clothing Scheme Administration Unit. He will be based at the Department's North West Regional Office in Manchester from where the national scheme is being administered.

Details of the Government's £20 million scheme of assistance to the clothing industry were announced by Lord Beswick, Minister of State for Industry, last month. It aims to assist the clothing industry by encouraging rationalisation and restructuring and the improvement of productivity and efficiency. The scheme, which will be in operation until the end of 1978 was developed from proposals submitted by the Clothing Industry Economic Development Committee earlier this year.

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

The following changes have taken place in the lists of dealers in securities under Section 3 and 16 of the Prevention of Fraud (Investments) Act 1958.

Licensed dealers

Additions:

Percy Tarbutt and Co. Ltd., 44 Bloomsbury Square, London WC1A 2RA.
Cowley Investments Ltd., 65 London Wall, London EC2M 5UA.
Gibbs (Antony Gibbs Investment Management Ltd.), 23 Blomfield Street, London EC2M 7NL

Deletions:

Meares and Philips, 158/158A Temple Chambers, Temple Avenue, London EC4Y 0HH.
Peter Sydney Maitland Philips
Lindsay David Burgess
James Noel Goldman
Timothy Royse Lysaght
John Murchison Eldershaw
Peter Devenish Meares
Brian Cameron France
Craig Grainger
John Herbert Ferrier Watson
Geoffrey Duncan Nash
Irvine Christopher Meyrick Salter
Overseas Investors (London) Ltd., 7 Birchin Lane, London EC3V 9BY.

Change of name:

Banque de Bruxelles Drayton Ltd. to Bank Brussels Lambert (UK) Ltd., St. Helen's, 1 Undershaft, London EC3P 3EY.
No. 7 Investments Ltd. to Security Trust Managers Ltd., Hillgate House.

Change of address:

Wallace Smith Trust Co. Ltd., Wardgate House, 59A London Wall, London EC2.
Stanhope Finance Ltd., Alexander Buildings, 32 John William Street, Huddersfield, Yorkshire.

Exempted dealers

Additions:

Bank of Scotland Finance Co. Ltd., 4 Melville Street, Edinburgh EH3 7NZ.

Deletions:

Electric and General Industrial Trust Ltd., 8 Cleveland Row, St. James's, London SW1.
Investment Registry Ltd., 100 Wood Street, London EC2.

Part 3. Recognised Associations of Dealers in Securities

The Association of Stock and Share Dealers has moved to 7 Ludgate Broadway, London EC4V 6DX.

Authorised Unit Trust Schemes

The following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1975 Particulars of Dealers in Securities and of Unit Trusts.

Group and/or name and address of management company	Name of scheme	Name and address of Trustee
Additions		
Grieveson Management Co. Ltd. Barrington House, 59-67 Gresham Street, London EC2P 2DS	Barrington High Yield Fund	Lloyds Bank Ltd., 71 Lombard Street, London EC3P 3BS
Changes		
DELETE The British Life Office Ltd., 7 West George Street, Glasgow C2	British Life Opportunity Fund	Midland Bank Trust Co. Ltd., 27/32 Poultry, London EC2P 2BX
AND REPLACE BY Reliance Unit Managers Ltd., Reliance House, Tunbridge Wells, Kent TN4 8BL	Reliance Opportunity Fund	Midland Bank Trust Co. Ltd., 27/32 Poultry, London EC2P 2BX
DELETE Oceanic Unit Trust Managers Ltd., 3/5 Norwich Street, Fetter Lane, London EC4A 1HJ	Oceanic Progressive Unit Trust	The Royal Bank of Scotland Ltd., 42 St. Andrew Square, Edinburgh EH2 2YE
AND REPLACE BY Oceanic Unit Trust Managers Ltd., 3/5 Norwich Street, Fetter Lane, London EC4A 1HJ	Oceanic Index Unit Trust	The Royal Bank of Scotland Ltd., 42 St. Andrew Square, Edinburgh EH2 2YE
DELETE Schlesinger Trust Managers Ltd., 19 Hanover Square, London W1R 9DA	Trident Performance Fund	Midland Bank Trust Co. Ltd., 27/32 Poultry, London EC2P 2BX
AND REPLACE BY Schlesinger Trust Managers Ltd., 19 Hanover Square, London W1R 9DA	Trident UK Growth Fund	Midland Bank Trust Co. Ltd., 27/32 Poultry, London EC2P 2BX
DELETE Drayton Unit Trust Managers Ltd., 117 Old Broad Street, London EC2N 1AL	Drayton Capital Unit Trust	The Royal Bank of Scotland Ltd., PO Box 51, St. Andrew Square, Edinburgh EH2 2YB
	Drayton Commodity and General Unit Trust	The Royal Bank of Scotland Ltd., PO Box 51, St. Andrew Square, Edinburgh EH2 2YB
	Drayton Growth Unit Trust	The Royal Bank of Scotland Ltd., PO Box 51, St. Andrew Square, Edinburgh EH2 2YB
	Drayton Income Unit Trust	The Royal Bank of Scotland Ltd., PO Box 51, St. Andrew Square, Edinburgh EH2 2YB
	Drayton International Unit Trust	The Royal Bank of Scotland Ltd., PO Box 51, St. Andrew Square, Edinburgh EH2 2YB
AND REPLACE BY Midland Bank Group Unit Trust Managers Ltd., 117 Old Broad Street, London EC2N 1AL	Midland Drayton Capital Unit Trust	Royal Exchange Assurance, Royal Exchange, London EC3P 3DN
	Midland Drayton Commodity and General Unit Trust	Royal Exchange Assurance, Royal Exchange, London EC3P 3DN
	Midland Drayton Growth Unit Trust	Royal Exchange Assurance, Royal Exchange, London EC3P 3DN
	Midland Drayton Income Unit Trust	Royal Exchange Assurance, Royal Exchange, London EC3P 3DN
	Midland Drayton International Unit Trust	Royal Exchange Assurance, Royal Exchange, London EC3P 3DN

Group and/or name and address of management company	Name of scheme	Name and address of Trustee
DELETE Slater Walker Trust Management Ltd., 30 St. Pauls Churchyard, London EC4M 8DA	Slater Walker Far East Unit Trust	Midland Bank Trust Co. Ltd. 27/32 Poultry, London EC2P 2BX
	Century Trust	Midland Bank Trust Co. Ltd., 27/32 Poultry, London EC2P 2BX
	Shield Unit Fund	Lloyds Bank Ltd., 71 Lombard Street, London EC3P 3BS
	Investors Second General Trust	Royal Exchange Assurance, Royal Exchange, London EC3P 3DN
	Natural Resources and Allied Industries Unit Fund	National Westminster Bank Ltd., 41 Lothbury, London EC2P 2BP
	Commercial Consolidated Unit Trust	National Westminster Bank Ltd., 41 Lothbury, London EC2P 2BP
	National Unit Fund of Investment Trust Shares	National Westminster Bank Ltd., 41 Lothbury, London EC2P 2BP
	Shamrock Unit Fund	National Westminster Bank Ltd., 41 Lothbury, London EC2P 2BP
	Jessel Property Shares and General Unit Trust	National Westminster Bank Ltd., 41 Lothbury, London EC2P 2BP
	Jessel Extra Income Units	National Westminster Bank Ltd., 41 Lothbury, London EC2P 2BP
AND REPLACE BY Slater Walker Trust Management Ltd., 30 St. Pauls Churchyard, London EC4M 8DA	Slater Walker Far East Unit Trust	National Westminster Bank Ltd., 41 Lothbury, London EC2P 2BP
	Century Trust	National Westminster Bank Ltd., 41 Lothbury, London EC2P 2BP
	Slater Walker Shield Trust	National Westminster Bank Ltd., 41 Lothbury, London EC2P 2BP
	Slater Walker Investors Second General Trust	National Westminster Bank Ltd., 41 Lothbury, London EC2P 2BP
	Slater Walker Natural Resources Trust	National Westminster Bank Ltd., 41 Lothbury, London EC2P 2BP
	Slater Walker Commercial Consolidated Trust	National Westminster Bank Ltd., 41 Lothbury, London EC2P 2BP
	Slater Walker Unit Fund of Investment Trust Shares	National Westminster Bank Ltd., 41 Lothbury, London EC2P 2BP
	Slater Walker Shamrock Trust	National Westminster Bank Ltd., 41 Lothbury, London EC2P 2BP
	Slater Walker Property Shares Trust	National Westminster Bank Ltd., 41 Lothbury, London EC2P 2BP
	Slater Walker Extra Income Trust	National Westminster Bank Ltd., 41 Lothbury, London EC2P 2BP

Amalgamations
Henderson Personal Portfolio Trust has amalgamated with Henderson Capital Accumulator Trust

Terminations
Henderson Personal Portfolio Trust has terminated pursuant to its amalgamation with Henderson Capital Accumulator Trust.

Benelux – uniform designs law

In accordance with the Benelux Convention on Designs or Models, the three Benelux countries have introduced a uniform law on the registration of industrial designs and models, and this law came into force on 1 January 1975. Registrations may be applied for at the Benelux Merkenbureau, Bankastraat No. 149/151, The Hague, Netherlands, or any of the national industrial property offices.

Registrations are valid for five years from the date of registration and may be renewed for two successive periods of five years on payment of renewal fees. Under transitional arrangements any protection existing for designs and models in any of the Benelux countries will continue except that in Belgium owners of registrations effected before 1 January 1975 must make a confirmatory registration before 1 January 1976 at the Belgian Industrial Property Office.

A translation of the above Convention and the Uniform Benelux Designs Law is available for consultation in the Chancery House Annexe, Science Reference Library (Holborn Branch), Chancery House, Chancery Lane, London WC2A 1AY.

Re-opening of improved runway at Sumburgh

On completion of a £7 million development and improvement programme at Sumburgh Airport in the Shetlands the east-west runway 09/27 will again be available for use from 18 November. The runway, which is unique in the British Isles for having one end built out into the Atlantic Ocean and the other in the North Sea, has been extended and raised to instrument standard and will now enable aircraft to land or take off at night.

New operational facilities will, it is hoped, lead to a higher degree of regularity and punctuality of air services on an air route which is subject to extremes of wind and weather, sea fog and low cloud. Aircraft movements at Sumburgh have increased from 2,386 in 1970 to 17,332 in 1974 and the number of passengers over the same period has risen from 32,068 to 158,000, almost wholly due to the activities of the North Sea oil and gas exploration industries.

The improved runway bears little comparison to the 'old'. There is now a 1,084-m paved length, contained within an instrument strip 220m wide, and reinforced undershoot/overshoot areas of 152m extending into the sea at each end. Two small hills were removed to provide the extra space and clearances needed, and the rock materials gained were used for infill in the sea.

High intensity runway lighting and full VASI systems have been incorporated, together with 152m of extended centreline approach lighting with cross bars and threshold wing bars. In addition to the existing distance measuring equipment,

Doppler VHF Omni-range, and non-directional beacon, a Plessey ACR 430 primary radar has been installed. It is undergoing trials and should be available for use by aircraft in the new year.

The programme of improvements, which has been financed by a grant from the Department of Trade, has led to a very intensive work schedule with a work force of 250 during the summer months to meet the completion date of early November.

The airport was able to keep operating the whole time construction work was in progress and this has meant a high degree of co-operation between the Authority's staff, consultants Sir Frederick Snow and Partners, and main contractors Cost Arc Joint Venture (Costains/Amey Roadstone).

Work is in progress at the airport on a £600,000 contract to provide extensions to the terminal building and apron.

Approach to the International Monetary Fund

HM Treasury announced on 7 November that the managing director of the International Monetary Fund has been informed that the United Kingdom wishes to apply for a drawing of SRD.1,000 million (about £575 million) under the 1975 oil facility and for facilities up to and including the first credit tranche of normal IMF drawings, amounting effectively to a further SDR.700 million (about £400 million). Drawings are not expected until early next year. The decision has been taken at this time because, in relation to the 1975 oil facility, it was essential for the International Monetary Fund to know now what UK application would be made, in order to plan disposition of the remaining resources of the facility.

More insurance regulations promised

Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, said on 5 November that the Government had asked four professional organisations to make recommendations for the supervision of insurance brokers.

Addressing the Life and Pension Group of the Croydon Insurance Institute, Mr. Clinton Davis said:

'We have sought to find an answer to the long standing questions of: what is an insurance broker? And: how should he conduct his business?

'We have therefore asked four associations of brokers to write a specification of an insurance broker and to make recommendations for insurance broking to be supervised through a brokers professional institute or, alternatively, by means of an official licensing scheme.

'In our work on regulations we have received much help – from insurance brokers and other bodies we have consulted. Regulation-making must be difficult, tortuous, and slow, if we are to achieve the benefits we seek for consumers without disrupting legitimate business and to overcome the complicated problems that seem to flow from basically simple proposals.

'I hope shortly to lay before Parliament regulations under Section 64 of the Insurance Companies Act dealing with connections between intermediaries and insurers and with the identification as such of "unauthorised" insurers.

'The regulations will cover both general and long term business and replace those made last year that dealt only with unauthorised life offices.

'Other regulations in preparation of major interest are those about insurance advertisements. We have obtained comments from about 50 organisations. The next stage will be to hold discussions with those organisations, including insurers and brokers, that have raised points of substance to see whether difficulties can be resolved.

'The intermediaries regulations will require disclosure of significant links between intermediaries and insurers by way of finance or personnel and also of exclusive agencies. In the absence of an agreed definition of a broker they cannot, however, go all the way to satisfy a prospective policyholder that he is dealing with an independent intermediary or receiving independent advice. We were also concerned that a person holding himself out to offer independent advice about insurance policies should be suitably qualified to give that advice.

'We concluded that the next stage in consumer protection in insurance required the definition of "insurance broker" and some means of limiting that description to suitably qualified persons. We examined these propositions within the Department and although some of the basic requirements were clear enough the detailed rules that would be required appeared to be highly complex. It was in these circumstances that the Secretary of State for Trade turned for comprehensive advice to the persons who knew most about the problem by asking four brokers' associations to co-operate together in finding solutions.

Consumer problems

'I take a close interest in correspondence from Members of Parliament, for, although complaints are not numerous by comparison with the millions of insurance transactions every year, the letters I receive reflect the changing pattern in things that worry people.

'In recent months the emphasis has been on complaints that reflect a lack of understanding by policyholders of the nature of the contracts to which they have committed themselves. Some of the misunderstanding arises from the complexity of policy conditions and some from basic lack of knowledge about finance as, for example, in relation to low surrender values in the early years of life policies.

Low surrender values

'I should like to say something about early surrenders of life policies as that seems to be a major area of misunderstanding and complaint at present. Some unfortunate people do not seem to realise the difference between saving through life assurance and through a savings bank or building society or under-

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stand the pattern in which benefits under life policies build up.

'It seems to me that there is a real need and a moral duty, for people selling life assurance, as savings plans, to explain some very basic and very simple things.

'First, that periodic premiums paid into policies cannot be taken out again in the early years with actual loss, because heavy expenses fall to be met particularly in the first year or two.

'Second, that life policies are long term contracts with the real benefits coming through in the later years, so that other forms of savings are likely to be more suitable unless the saver can see his way to maintaining his premiums for, say, 10 years ahead.

'It is asking a lot of a salesman, I well realise, to warn off possible customers. It is a fact nevertheless that a periodic premium policy surrendered after, say, two years – as in instances recently brought to my attention – is no good to the policyholder, a waste of time and effort to the insurance company, and damaging to the reputation of the salesman who sold it.

'I think it is fair to say that complaints, which in effect are of unsuitable policies being sold thereby leading to premature surrender, are seldom if ever made about transactions in insurance companies' or brokers' office. Complaints seem to arise from sales made in peoples' own homes by salesmen representing either insurance companies or intermediaries.

'Again I should stress that the volume of complaint is not great, but nevertheless it gives rise to the question of whether a minority of salesmen are not much more concerned with their commissions than with meeting the real needs of the consumer. This may be the result of inadequate training and supervision in some cases but in others it may be an overriding of training and sales technique.'

Industrial news pictures

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story.

Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Insurance company revocations

The following authorisations to carry on insurance business in Great Britain were revoked by the Secretary of State under Section 9 of the Insurance Companies Act 1974 during the period 1 October to 31 October 1975.

Country of incorporation if outside Great Britain	Date of revocation	Class or classes of insurance business for which authorisation was revoked
Scottish and Commonwealth Insurance Co. Ltd., 145 St. Vincent Street, Glasgow G2 5NX	2.10.75	LIAB, MAT, MV, PA, PROP

Classes of business: I – industrial assurance business; LIAB – liability insurance business; MAT – marine aviation and transport insurance business; MV – motor vehicle insurance business; OLT – ordinary long term insurance business; PL – pecuniary loss insurance business; PA – personal accident insurance business, and PROP – property insurance business.

New references to the Price Commission

Television rental charges, the extra cost of small packs and prices of small electrical appliances were added to the Price Commission's programme of special references on 5 November by Shirley Williams, Secretary of State for Prices and Consumer Protection.

In reply to a Parliamentary Question from Mr. John Tomlinson (Meriden), Mrs. Williams said:

'I am asking the Price Commission to examine and report on three topics:

1 Charges for the hiring of television sets (including relay television services) for domestic use.

2 The extent of and reasons for differences in the unit price of goods made up for retail sale in small packs as compared with large packs or quantities, with special reference to such differential pricing in relation to some typical manufactured goods (including food) sold for domestic consumption.

3 Prices of small electrical household appliances, with special reference to the effect on actual prices of the practice of recommending retail prices and to any other matter appearing to the Commission to be relevant.'

The aim of the references is that the Price Commission should establish the facts.

Television rental charges have given rise to much public interest, especially when there are VAT changes; on the price differentials between small and large packs, the Commission will consider whether they are justified and how they affect the consumer. The National Consumer Council have recently drawn attention to the extra cost of small packs in their Report 'For Richer for Poorer'. For their third study, the Commission will be looking at prices of small electrical appliances with special reference to the practice of recommending retail prices.

The fact that a reference is made does not imply that prices are excessive.

Notes

A new programme of special references to the Price Commission was announced by Mrs. Williams on 17 April. She said that she would invite reports on 'individual pricing problems of interest or concern' so that the facts of the situation could be established and explained and remedies sought for any abuses that might be revealed.

Within this programme, studies have been commissioned on:

1 sanitary protection
2 diabetic foods
3 prices in outlying areas
4 margins in coal distribution
5 the distribution of fish
6 raw material price movements and the effect on prices in the shops
7 the Price Code rules on excise duty as they affect distributors of alcoholic drink and tobacco
8 bread prices in Northern Ireland.

In addition, the Commission have made a number of reports (eg on meat and poultry) under a standing reference on fresh food.

Reports on 1 and 2 have been published. The report on 3 has been completed and will be published as soon as possible. Studies on 4 and 5 are nearing completion. The Price Commission thus have capacity to take on the new batch of studies announced.

Selective price restraint

A consultation document on the Government's proposed Selective Price Restraint Scheme has now been issued.

'The Attack on Inflation' White Paper in July explained that, once it was clear that the £6 pay limit was being effectively observed, the Government would introduce a scheme of price restraint on a range of items of importance in family expenditure. The object of the scheme will be to ensure that the effects of pay restraint, as they begin to show through in prices, will be concentrated initially on important household items.

Shirley Williams, the Secretary of State for Prices and Consumer Protection, accompanied by Eric Varley, the Secretary of State for Industry and Fred Peart, the Minister of Agriculture, Fisheries and Food, met representatives of industry and the retail trade last week and explained the Government's proposals for working out the details of the scheme on a voluntary basis in negotiations with industry.

After discussion, it was agreed that detailed talks should start as soon as possible, and that

a consultation document would be made available for this purpose.

The document explains that the Government's proposals, subject to discussion with industry, are that:

i the scheme should run from 1 February to 31 July 1976, provided that it is clear by the end of the year that the pay limit is being effectively observed;

ii prices for the agreed range of items would be held so as not to increase by more than 5 per cent during this six-month period (ie an annual rate of not more than 10 per cent);

iii the items to be covered would be agreed, industry by industry. But they should be drawn from the whole range of purchases which are important in family expenditure; it will embrace the public as well as the private sector;

iv firms will be permitted, by an appropriate amendment to the Price Code, to cross-subsidise if necessary in order to hold down the prices of items included in the scheme, by means of increasing the prices of less essential items not included;

v there will be special provisions for exempting items subject to unforeseen increases in raw materials costs.

Detailed discussions on the exact form and coverage of the scheme will be starting in the next few days between the CBI, the Retail Consortium, individual trade associations and the relevant Government Departments. There will also be discussions later on with nationalised industries.

Paragraph 31 of the White Paper 'The Attack on Inflation', (Cmnd. 6151) July 1975 says: 'The Government will continue the present strict price control enforced by the Price Commission under the Price Code. They will legislate in due course to extend the control powers beyond 31 March 1976, when price control would otherwise end under the existing law. The price control already ensures that a lower rate of increase in pay is reflected in a lower rate of price increase. However, particularly with present levels of unemployment, the Government do not intend to push price control to the point where it would endanger employment and investment.'

Paragraph 33 of the White Paper says: 'Certain goods are of special importance in family expenditure. Large price increases on such goods bear especially harshly on low income families. Once it is clear that the pay limit is being effectively observed, the Government intend to ensure that the rate of price increase for a range of these goods will be held to about 10 per cent. The CBI and the Retail Consortium are concerned about the extent to which their margins have been narrowing, and the Government recognise that this trend cannot continue without seriously endangering investment and employment. But the CBI and the Retail Consortium fully support the Government's fight against inflation and they are therefore prepared to enter forthwith into discussions with the Government to achieve – subject to unforeseen increases in the costs of materials – price restraint on selected products of special importance in family expenditure. If this price limitation programme cannot be agreed, the Government intend to take action which will achieve similar results, such as extending the present three months' interval between price increases.'

The compassionate economy: Shirley Williams calls for unity in tackling inflation

An appropriate prices and incomes policy is an essential part of counter-inflation strategy, said Shirley Williams, Secretary of State for Prices and Consumer Protection on 6 November. Addressing the annual convention of the Institute of Directors in London, Mrs. Williams went on to say that price controls for the future must be tailored to the economic conditions expected to prevail: 'that means far more emphasis on investment than there was in the Price Code I inherited.'

The Secretary of State commented: 'There is a growing consensus that the hoped-for world upturn will not come as early as was predicted in some quarters. 1976 will probably see the recovery in output and trade emerging at a good steady pace but it will be well towards the end of the year before Western industrialised countries come up to the levels of trade and output reached in the autumn of 1974.

'In the UK itself capacity utilisation in industry today is as much as 20 per cent below what it was in 1973, and for the OECD area as a whole production in the first quarter of 1975 was 10 per cent below the average of the last two quarters of the 1973 level.

'There is no single simple way of conquering inflation. What is clear is that an appropriate prices and incomes policy is an essential part of counter-inflation strategy.

'Whatever our faults as a society, it is no fault to be compassionate in managing the economy. Our prices and incomes policy remains the best means of minimising the pain of reversing the inflationary spiral. By acting directly on our domestic costs, we can impose a brake on inflationary pressures without relying exclusively on unemployment. The present levels are very disquieting. Redundancy pay and wage-related unemployment benefit may soften the blow for a few months but unemployment that is other than transitional between jobs remains a disaster for the individual and families affected, so we need to move as quickly as possible to the point where action to increase employment can be taken. Controlling inflation is quite simply a precondition of that.

'As we said in the White Paper, the war to reduce and then contain inflation will be a continuing one. We will need regularly to renew our collective understanding with both sides of industry to ensure that inflation, once we have successfully contained it in the first instance, does not again threaten to swamp us. We are embarked on building a new structure of economic and industrial relationships. The foundation is the basic common sense and abilities of the British people as a whole. The building blocks are the new, often unstated, perceptions among ordinary people of the linkages between pay and prices, prices and profits, profits and investment, investment and jobs, productivity, exports and economic growth, aggregate demand and taxation, taxation and pay. Realism is the order of the day. As a Government, it is our duty to provide the cement for the new structure; to bring together the representatives of the people, provide them with a framework of hard facts and possible objectives within which a realistic bargain on pay, prices, profits, investment and growth can be struck for the year and years ahead.

'We made a good start in July on counter-inflation. We have followed this up with a new approach to industrial strategy. The short-term and the long-term are being knitted together more rationally and realistically than before. The process may be slow but in a democracy patience is a necessity. The understanding people show is the only rock on which Governments can build.

'The first three months of our counter-inflation policy have been a great success. Over 1¾ million people have now negotiated settlements within the policy. In addition, eight wages councils covering some 600,000 workers have agreed proposals for increases in their statutory minimum rates which are within the £6 limit. Thus, important contributions to the fight against inflation have been made by both large and well-organised groups and by some of those in the traditionally weaker and less well-organised sectors.

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'At a time when people are making a real contribution towards the inflation target by keeping within the £6 pay limit, it is vital for us to do what we can to bring forward the benefits of pay restraint on the most important items of family expenditure. I am, as you know, now engaged in negotiating a price restraint scheme with industry and the retail trades.

'It is not my intention to make any fundamental changes in price controls before the end of the current phase of the pay and prices policy which lasts only until next summer. I continue to believe that it would be extremely foolish to make any such changes now, because, as the Government made clear in the White Paper "The Attack on Inflation", it is essential to keep price increases to a minimum and to maintain the strict control of the Price Code and the Price Commission.

'I would not wish to extend existing powers until their expiry in July 1977. But obviously a prices policy must be closely related to how the economy develops. It is frankly too early to say at this stage what the shape of future price controls will or should be after the summer of 1976. I do not believe that the abolition of the Price Code will solve all our economic problems overnight. The form of price controls for the future must be tailored to the economic conditions which are expected to prevail; that means far more emphasis on investment than there was in the Price Code I inherited. As the Chancellor has said, we shall be looking into the possibility of linking any relaxation of the Code directly to new investment.

'Yesterday the Government launched a major new industrial strategy in agreement with the TUC and CBI. The centre-piece of this strategy is the regeneration of British in-industry. The task is to release the necessary resources for much higher levels of investment, and the Government will do all it can to ensure a more effective return on its own investment. As stated in paragraph 20 of the Government paper "An approach to Industrial Strategy":

> "Publicly-owned industries will have an important role to play in improving our overall industrial performance since it is essential that labour and capital resources should be efficiently used in the public as well as the private sector."

'On the other hand, the main task of bringing about higher productivity in Britain must fall on unions and management. Management will need to see that more investment is better directed. Both management and unions will need to take a more positive line on improving work methods, reducing overmanning and restrictive practices. To create the right climate for this to happen, Government, management and unions will have to co-ordinate more effectively to provide for proper training and retraining in good time and for a more imaginative approach to the whole question of job change and mobility.

'The City and our financial institutions – now supplemented by the FFI – have a long tradition of expertise in finding effective sources of finance. Despite this advantage, however, less investment goes into home manufacturing industry than into other sectors. Over the 10-year period between 1964 and 1974, gross domestic fixed capital formation in manufacturing has increased by 34 per cent but the figure is 35 per cent for service industries other than the distributive trades and 328 per cent in banking, insurance, finance and business services. Our financial institutions have a key role to play in lifting our new industrial strategy off the ground.

'If the failure of the private sector to grow faster has been a serious constraint on our economic performance in the past, it is clear that the success of our industrial strategy depends on a more successful private sector in the future. The Government has made clear that it will act to enable an effective and profitable private sector to thrive. Our taxation system is such that it does not interfere with the generation of profit for reinvestment. Indeed, the incentives for doing so are perhaps among the most generous in the world. The measures we have introduced to redistribute income or personal wealth are not aimed at restricting the acquisition of funds for ploughing back but at creating a less divisive social climate.

'It is often said that the Price Code inhibits investment because it limits profits. It was for this reason that in the past I introduced the investment relief in the Code. And in the future we must see if we can build on the view held both by management and unions that investment is exceptionally important.

'I return to Chancellor Schmidt's prescriptions. British industry, rather like the British Government, has often been unnecessarily secretive. We have made an important start in NEDC to break down the barriers to greater consultation and greater participation in policy formulation at the national level. It is in your hands to carry this process down further to grass-roots level. The time has now come to give up the conventional games we all, whether in Government, management, or the unions, play against each other. Once we all pull together in the same direction, on a sustained basis, there is little reason to suppose that we will not be able to undertake the industrial task ahead – no more and no less than a reversal of a 100-year decline.'

Travel firms alter code of practice

The Office of Fair Trading has welcomed revisions announced by the Association of British Travel Agents (ABTA) to their code of practice to deal with the problems of overbooking and surcharges.

Most holiday complaints reaching the OFT this year have been concerned with hotel overbooking and the imposition of surcharges. The OFT is pleased to see that ABTA have adopted detailed revisions of their code, and feels these should help considerably in preventing similar complaints in 1976.

On overbooking, the revised code requires that:

1 Tour operators should make firm bookings with hoteliers. If through reasons beyond their control, the hotel is overbooked and the tour operator knows this before departure, clients must be informed immediately and offered the choice of an alternative holiday of at least comparable standard, if available, or a full and prompt refund of all money paid.
2 If a hotel is overbooked and the tour operator does not know this before the departure of affected clients, they should, on arrival, be offered alternative accommodation and also be offered reasonable compensation for 'disturbance' where the location and/or facilities of the alternative accommodation can be reasonably regarded as inferior to that originally booked.

On surcharges, the code now requires that:

1 Brochures must contain a clear indication of the circumstances in which, and the conditions on which, surcharges may be made.
2 Currency surcharges must not be imposed less than 30 clear days before the start of the holiday.
3 Other surcharges (eg aviation fuel cost increases) may be imposed after this date provided the tour operator can show they are necessary for reasons beyond his control.

Clearance of mergers

Shirley Williams, Secretary of State for Prices and Consumer Protection has decided, on the information at present before her, not to refer the following mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

Magnet Joinery Ltd. and Southerns-Evans Ltd.
Daniel Doncaster and Sons Ltd. and ring rolling activities of Brown Bayley Steels Ltd.

Sir Arthur Hetherington to retire as British Gas chairman

Sir Arthur Hetherington, who will be 65 next summer, has decided to resign as chairman of the British Gas Corporation with effect from 30 June 1976.

Tony Benn, Secretary of State for Energy, in a letter reluctantly accepting Sir Arthur's resignation has said: 'His departure will be a great loss to the industry after a lifetime of distinguished service in it.'

Mr. Benn has appointed Denis Rooke, the present deputy chairman, to succeed Sir Arthur. Mr. Rooke will take up his new post on 1 July 1976.

Technology News

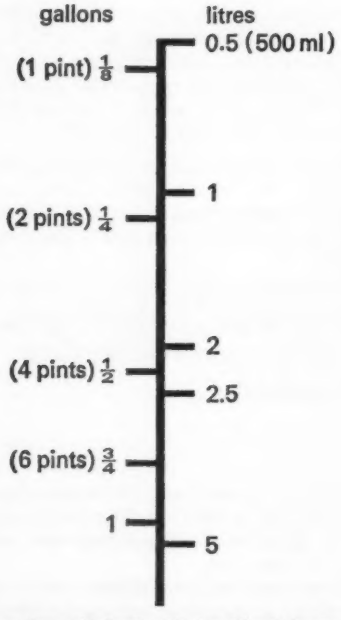
Removing oil from troubled waters

The British Petroleum Research Centre has developed a new machine called the Komara Miniskimmer, designed for removing oil from the surface of water. Because of its small size, the machine is particularly useful in confined spaces such as small oil ports, harbours and estuaries where frequent small spillages can occur.

The design involves 28 discs which rotate through the oil into the water. Back inside the unit, the oil adheres to the disc and is wiped off. It can then be pumped into tanks, either on land or in a ship. Unlike some similar machines, this model has the advantage that it picks up virtually no water, avoiding the need for elaborate separation processes.

Manufacture is only just starting, but Ray Beynon, at the British Petroleum Research Centre, predicts substantial exports. By next year the company hope to be able to produce about eight machines a month.

The Komara Miniskimmer being demonstrated by Ray Beynon to Sr. Don Antonio de Madariaga Dobaran (left), the Finance Director of Petronor and Sr. Don Jose Maria Lopez-Tejero (centre), the chief adviser of the Petronor tanker fleet, at the British Petroleum Research Centre at Sunbury-on-Thames.



Taken from the leaflet 'Going Metric in the Petroleum Industry' now available from the Metrication Board. Bulk sales of petroleum products are to go metric from 1 January 1976. Although retail sales of fuel to motorists are not affected by this decision, there are already three garages in the south of England selling petrol by the litre.

Fluidyne-3 pump at Interbuild 1975

Harwell's novel liquid piston pump, Fluidyne-3, is on display as part of the ambient energy feature of the Interbuild exhibition at Olympia from 12-21 November.

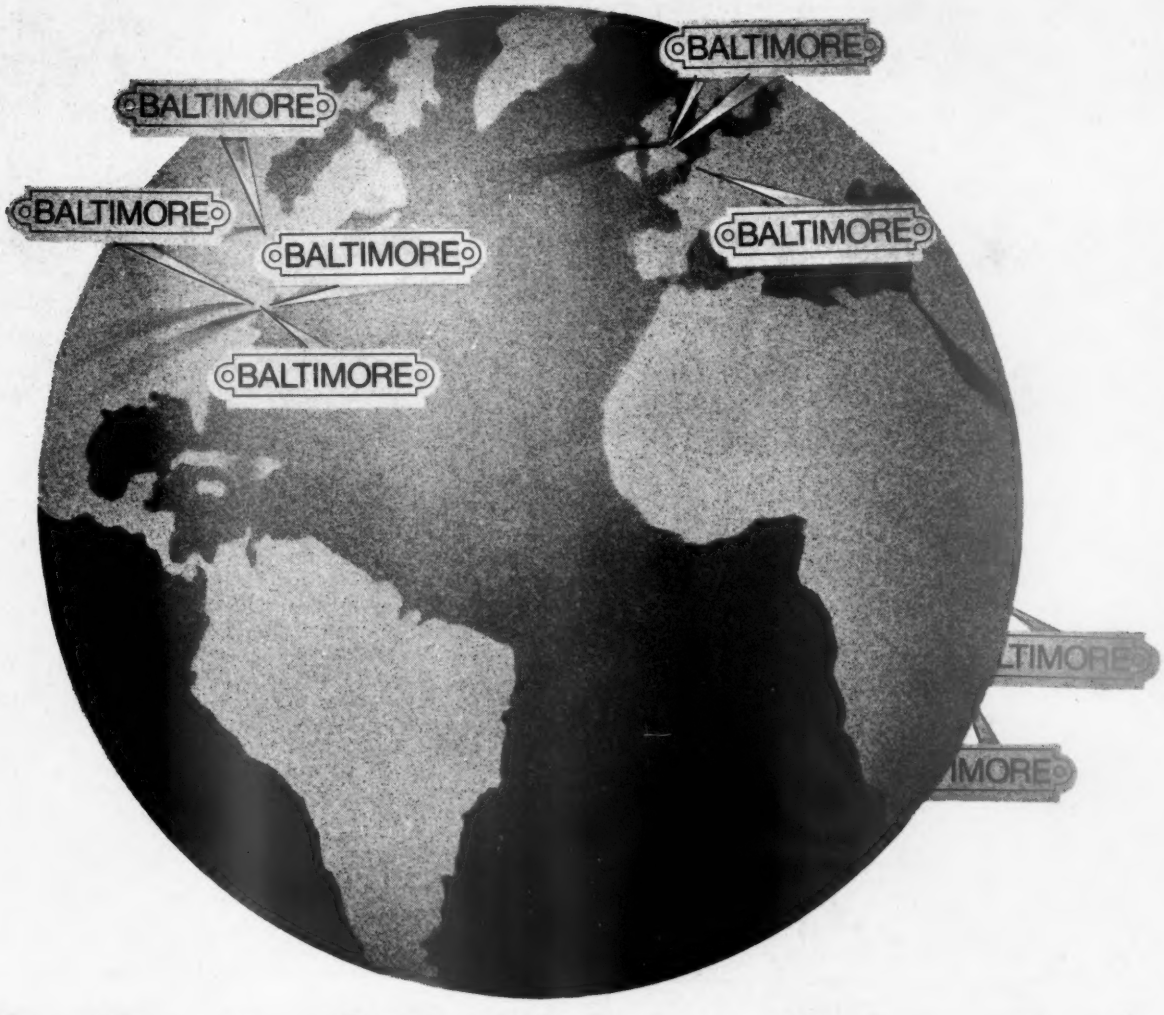
Interbuild is the major international conference and exhibition of the construction industries held in the United Kingdom. On each occasion it incorporates a special feature of direct or peripheral relevance to the industry. This year's feature, on ambient energy, aims to cover all aspects of the use of solar, wind and geothermal power, both developed and novel. One day of the conference (Friday, 14 November) is set aside for this topic.

Harwell was invited to exhibit the Fluidyne-3 pump because of its relevance to the theme and the great interest it has already aroused. Promising applications of Fluidyne pumps in temperate regions include domestic hot water and oil circulation systems (perhaps in conjunction with solar panels), and amenity items such as ornamental fountains. In hotter climates they may also be used, perhaps again in conjunction with solar heat, for pumping water for domestic use or irrigation. For this last purpose, Fluidyne pumps have already been developed jointly by Harwell and Metal Box Overseas Ltd.

The Fluidyne pump, which embodies the principle of the Stirling engine, operates automatically by the rhythmic displacement of air between a heated and a cooled zone, with water acting as both the displacer and the output piston. The only solid moving parts are two simple non-return valves, so there are virtually no problems of maintenance.

The pump can be arranged to be self-starting on the application of heat, and will continue to operate as long as heat is supplied. Low-grade heat sufficient to drive the pump may be derived from hot water, reject heat from industrial processes, direct sunlight in tropical countries and concentrated sunlight in temperate climates. The pump shown at Interbuild is driven for demonstration purposes by the heat given out by a small electric lamp.

Further information concerning the pump can be obtained from Dr. Colin West, Electronics and Applied Physics Division, AERE, Harwell, Oxfordshire OX11 0RA (tel. Abingdon (0235) 24141, ext. 2562).



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Death came via the escalator - until Brady shut him out!

Fatal department store fires recently highlighted a frightening omission in fire precautions. Many escalators and staircases centrally placed in big open floorspaces were completely unguarded by fire-doors – in fact, there was no suitably designed fire-resistant door to close them off!

Now, thanks to the Brady Group there is a special patented *roller shutter that will automatically close over escalators or staircases in the event of fire. It can be operated by heat switch, smoke detector, fire alarm circuit or simple push-button and it is fail-safe because it is battery driven. Its effectiveness has been demonstrated at the Joint Fire Research Organisation's test centre† and hundreds have already been installed in leading stores and public buildings in Britain and Europe.

Not content with offering a complete range of fire-resistant doors to FOC and GLC specifications, Brady have gone ahead and produced a new type of door to safeguard the public at large.

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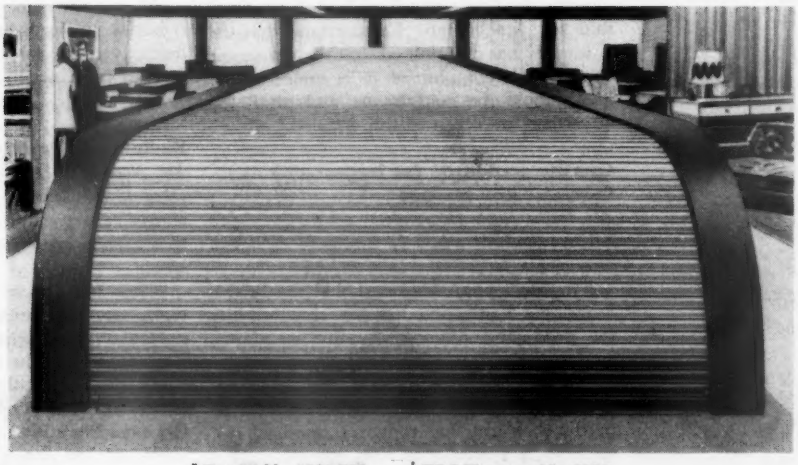
The automatic shutter that now safeguards many leading British stores and supermarkets.



* Patent No. 1201-529. † FROSI report No. 5328.

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Parliament

Monday, 3 November

Food subsidies in Wales

Mr. Geraint Howells (Cardigan) wanted to know the current annual rate of expenditure of food subsidies in Wales.

Mr. Maclennan told him that this was estimated to be about £27 million.

Food prices

Mr. Teddy Taylor (Glasgow, Cathcart) asked for information on the retail price of butter, cheese, milk, beef, lamb, sugar, bread and flour at the most recent available date; and for comparable figures in the same month of the year before Great Britain adopted decimal currency.

Mr. Maclennan provided the following table showing average retail prices, as collected for the General Index of Retail Prices, at 16 September 1975, the latest date for which this information is available, and the comparable figures for 22 September 1970, which was the last September before Great Britain adopted decimal currency.

	Average retail price		
	22 Sept. 1970		16 Sept. 1975
Commodity	d	(p)	p
Butter:			
New Zealand per lb	42.0	(17.5)	29.7
Danish per lb	49.4	(20.6)	33.5
Cheese:			
Cheddar type per lb	45.1	(18.8)	44.5
Milk, ordinary per pint	12.0	(5.0)	7.0
Beef: home-killed:			
Chuck per lb	78.2	(32.6)	61.4
Sirloin (ex-bone per lb	111.4	(46.4)	98.1
Silverside (ex-bone)* per lb	102.7	(42.8)	83.1
Back ribs (with bone)* per lb	69.8	(29.1)	58.0
Fore ribs (with bone) per lb	69.1	(28.8)	55.5
Rump steak*	141.4	(58.9)	116.0
Beef: imported:			
Chuck per lb	65.5	(27.3)	59.4
Silverside (ex-bone)* per lb	81.8	(34.1)	77.3
Rump steak* per lb	111.1	(46.3)	93.8
Lamb: home-killed:			
Loin (with bone) per lb	84.7	(35.3)	70.0
Breast* per lb	25.2	(10.5)	20.3
Best end of neck per lb	64.8	(27.0)	52.5
Shoulder (with bone) per lb	59.3	(24.7)	45.8
Leg (with bone) per lb	81.8	(34.1)	65.9
Lamb: imported:			
Loin (with bone) per lb	63.6	(26.5)	54.6
Breast* per lb	15.4	(6.4)	15.0
Best end of neck per lb	52.3	(21.8)	44.8
Shoulder (with bone) per lb	46.1	(19.2)	37.8
Leg (with bone) per lb	69.4	(28.9)	58.7
Sugar:			
Granulated per 2 lb bag	18.2	(7.6)	25.2
Bread:			
White, 1½ lb, wrapped and sliced	21.8	(9.1)	16.0
White, 1½ lb, unwrapped	21.4	(8.9)	16.4
White, 14 oz	12.5	(5.2)	10.6
Brown, 14 oz	14.6	(6.1)	11.5
Flour, per 3 lb bag	24.0	(10.0)	20.0

* Or Scottish equivalent.

Ministers at the Department of Industry

Secretary of State for Industry: Eric Varley
Ministers of State: Lord Beswick
Gregor MacKenzie
Parliamentary Under-Secretary of State: Gerald Kaufman

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

Advertising policy

Mr. Ron Lewis (Carlisle) referred to the Advertising Authority's decision to uphold Mr. Peter Thompson's complaint against MCT's advertising policy on Jesus jeans, and asked if the Secretary of State for Prices and Consumer Protection would make regulations to prohibit advertising giving offence on religious grounds.

'Advertising generally is required to conform to the voluntary Code of Practice supervised by the Advertising Standards Authority,' said Mr. Maclennan. 'I understand that the Authority has determined that the particular copy theme complained of is unacceptable and should be withdrawn and that the advertiser has accepted this decision.'

Quality standards for imported footwear and textiles

Mr. Mike Noble (Rossendale) asked if minimum quality standards would be introduced in defined price ranges, for imported footwear and textiles.

Mr. Maclennan answered that the British Standards Institution has the responsibility for producing national quality standards, conformity with which is generally voluntary. He continued: 'Although few national specifications exist for footwear and textile products, a growing range of standard test methods is available to help control quality and set performance levels. The code of practice currently being negotiated with footwear manufacturers and retailers by the Director General of Fair Trading should help to raise the level of quality of all footwear sold in this country.'

Motor car exports and imports

Mr. Les Huckfield (Nuneaton) asked the Secretary of State for Trade for a further statement on motor car exports and imports.

Mr. Shore said: 'In the first nine months of this year, import penetration of the UK car market was 33 per cent compared with 26.5 per cent in the corresponding period in 1974. During January-September 1975 exports of passenger motor cars was £381.1 million compared with imports of £384.2 million. This compared with the corresponding period of 1974 of exports of £317.7 million and imports of £256.4 million.

'During the same period the positive contribution to the balance of payments by the motor vehicle industry as a whole has increased substantially.'

Business airfield for London area

Mr. Norman Tebbit (Waltham Forest, Chingford) asked if the Secretary of State for Trade, had received any representations concerning the provision of a business aircraft airfield to serve the London area.

'I am not aware of any such representations,' said Mr. Clinton Davis, 'but a study of general aviation requirements in South East England is now being made jointly by the Civil Aviation Authority and the Standing Conference on London and South East Regional Planning.'

Skytrain project

Mr. Michael Neubert (Havering, Romford) asked about the number of representations received following the announcement of withdrawal of support for the Laker Airways Skytrain project.

Mr. Clinton Davis replied: 'My colleagues and I have received 40 letters in support of Skytrain from members of the public and a telegram from the Stansted Airport Action Group.'

Airport development

Sir Raymond Gower (Barry) asked what capital grants have been made by central Government towards airport development in England, Scotland and Wales, respectively, since 1945, up to the latest convenient date.

Mr. Clinton Davis listed the following grants paid by central Government towards airport development in England, Scotland and Wales, respectively, from 1945 until the present time:

	£ million
A ENGLAND (All municipally owned)	
Birmingham	1.7 (a)
Carlisle	0.05 (b)
Manchester	3.0 (a)
Newcastle	0.25 (b)
Tees-side	0.15 (b)
B SCOTLAND	
i Municipally owned	
Glasgow	3.5 (a)
Orkney	0.03 (b)
(seven airfields)	
ii BAA owned	
Aberdeen	0.25 (b)
Edinburgh	8.0 (b)
iii CAA owned	
Inverness	1.7 (b)
Sumburgh	6.0 (b)
C WALES	
Nil	

(a) Grants payable under agreements providing for the transfer of aerodromes from the Government to local authorities.

(b) Grants made under Section 12 of the Civil Aviation Act, 1968.

Aircraft noise

Mr. Andrew Bennett (Stockport North) asked what representations have been made to the International Civil Aviation Organisation to draw up noise standards for supersonic jets, similar to those in force for subsonic jets since 1970, or to ensure that all supersonic jets flying in and out of British airports do not create greater noise levels than those permitted for subsonic jets.

Mr. Clinton Davis answered: 'The United Kingdom has taken a leading part in discussions in the Committee on Aircraft Noise of the International Civil Aviation Organisation on noise standards for all types of civil aircraft, including supersonic jets. Manufacturing States have been asked to make every effort to keep the noise levels of current types of supersonic aircraft to a minimum and the Committee has recommended as a guideline that future types should conform to the present subsonic standards.'

Sir George Sinclair (Dorking) asked how many infringements have been reported at the monitoring unit at Gatwick Airport over the past 12 months.

Mr. Clinton Davis told him that there were 180 such infringements in the 12 months ended September 1975 out of 31,104 jet departures, equivalent to 0.57 per cent of all jet departures from Gatwick in that period.

Concorde

Mr. David Lane (Cambridge) asked the Secretary of State for Industry for a further statement on the progress and prospects of Concorde, and Mr. John Watkinson (West Gloucestershire) asked when Concorde was expected to enter commercial service.

Mr. Kaufman answered that the authorised production programme of 16 Concordes was continuing as planned. 'Aircraft 205 has recently made a successful first flight and aircraft 206 is due to fly in the near future,' he said. 'These aircraft will be delivered to Air France and British Airways in time for the airlines to start commercial services on 21 January 1976.'

Questions on Concorde's reported noise levels were asked by Mr. Robert Adley (Christchurch and Lymington) and Mr. Michael McNair-Wilson (Newbury).

Mr. Shore said: 'The Concorde noise monitoring results which I gave to the House on 13 October are now being studied by the manufacturers to see if there is any possibility of further reductions in noise levels being achieved by modifications to operational procedures. The Department's results are broadly comparable with data so far published by the Greater London Council.'

Dr. Alan Glyn (Windsor and Maidenhead) asked the Secretary of State for Trade: 'What representations he has received from official organisations and from residents of the Windsor area, since 20 October 1975, at the increase in noise occasioned by both landing and take-off of Concorde at Heathrow Airport; whether he intends to retain the present 110 as the maximum noise decibel for all aircraft; and what steps he is taking to reduce aircraft noise over Windsor and Maidenhead?'

Mr. Shore replied: 'One complaint about the noise of Concorde has been received from the Windsor area since 20 October 1975. A decision about the application of the take-off noise limits to Concorde will be made when the results of the recent trials at Heathrow have been fully evaluated. With regard to the general problem of aircraft noise at Windsor, investigations are continuing of new flight management techniques to reduce noise levels on the ground under the landing approach paths.'

Mr. John Biffen (Oswestry) asked if the proposed Concorde flight to Australia involves non-stop flying between Bahrain and Singapore.

'Subject to our negotiating supersonic overflight of India with the Indian Government, British Airways propose to fly non-stop between Bahrain and Singapore,' said Mr. Clinton Davis.

Mr. Biffen also asked what representations have been made to India to secure overland supersonic flights by Concorde; and what reply has been received.

'It was not possible to reach agreement for supersonic transit of India in time for the endurance flights in the summer,' said Mr. Clinton Davis. 'Discussions are continuing with the Indian Government. A statement will be made in due course.'

Mr. Terry Walker (Kingswood) asked if the Secretary of State for Trade would make a statement on the endurance flights of Concorde; and if he would state when he expects the British Government to grant the aircraft its certificate of airworthiness.

Mr. Clinton Davis said: 'My Noble Friend the Minister of State for Industry expressed on 13 September his appreciation of the hard work done by all concerned in bringing to a satisfactory conclusion an intensive programme of endurance flying. The issue of a UK type certificate is a matter for the Civil Aviation Authority. The chairman has told me that subject to the demonstration of a revised cruise technique satisfactory for all expected atmospheric conditions, the issue of this certificate will be possible in ample time to avoid any delay in introducing the aircraft into airline service.'

Export promotion

Mr. John Osborn (Sheffield, Hallam) asked about steps being taken by the Secretary of State for Trade to promote exports; and what success he has achieved during the current year to date.

Mr. Shore answered: 'Exports in the first nine months of 1975 have increased in value by £2,233 million and fallen in volume by 2.7 per cent compared with the corresponding period in 1974. We have extended the range of export services and strengthened their organisation. We have vigorously pursued the new opportunities offered by the expansion of demand in the oil producing countries and Eastern Europe. I myself have made trade visits to 16 countries in the last 10 months'.

Mr. Philip Goodhart (Bromley, Beckenham) asked what further action would be taken in 1976 to promote the export of British books.

Mr. Deakins said: 'My Department's export services will be available in 1976 as they have been in earlier years to assist the industry to promote exports of British books.'

'Buy British'

Mr. Hugh Dykes (Harrow East) asked the Secretary of State for Trade: 'What response he has been able to gauge from consumers in the United Kingdom to his recent "Buy British" exhortation?'

Mr. Shore replied: 'I have found considerable willingness to support British suppliers in the interests of helping the country overcome its current economic crisis. This support could be far greater if some suppliers improved their performance.'

Trade with Japan

Mr. Michael Grylls (North-West Surrey) questioned the Secretary of State for Trade about discussions with the Japanese Government about the removal of non-tariff barriers to trade during his recent visit to Japan.

Mr. Shore said: 'During my recent visit I drew attention in particular to Japanese fiscal policy on Scotch whisky, to arrangements for motor vehicle testing, to restrictions on British insurance companies and to testing of pharmaceutical products. I will continue to make representations whenever non-tariff barriers to our trade can be identified.'

Trade with Eastern Europe

Mr. Gwilym Roberts (Cannock) asked for recent figures for the volume and terms of trade with the USSR and other Eastern European countries and about plans for stimulating this trade.

Mr. Deakins said: 'In the first nine months of this year our exports to the Soviet Union and Eastern Europe were £429 million, an increase of 37 per cent compared to the same period of 1974. I wish to see a further expansion in our trade with these countries.'

Dumping

Mr. Robert McCrindle (Brentwood and Ongar) asked if the Secretary of State for Trade is satisfied with the present GATT rules against dumping and their implementation by members of the GATT.

Mr. Shore said: 'The basic GATT provisions on anti-dumping, supported by the detailed rules in the 1967 Anti-Dumping Code, should be adequate. The major trading nations have signed the Code, but the US has not fully aligned its domestic law and practice.'

Mr. Michael Shersby (Hillingdon, Uxbridge) asked what criteria the Government is using in deciding whether imports from Communist, non-market, economies are being dumped.

'The Government regard imports from non-market economy countries as dumped if their price to the UK is lower than that of comparable goods imported from market economy countries,' said Mr. Deakins.

Mr. Michael Morris (Northampton South) asked about the number of complaints against imports being dumped received by the Department of Trade in the last six months; the number investigated; and the results.

'My Department has received 10 formal applications for anti-dumping action since 1 May,' said Mr. Deakins. 'Of these cases one has been withdrawn and one completed to the satisfaction of the British industry. Five are under urgent investigation and three awaiting further evidence from the applicants.'

HS 146

Mr. Robin Maxwell-Hyslop (Tiverton) inquired about the current public expenditure per month on the HS 146 project; and the monthly rate anticipated throughout 1976.

'A small programme of work is currently being maintained on the HS 146 under a Holding Contract so that the option to restart the project is kept open,' said Mr. Kaufman. 'Payments so far have averaged £51,000 per month. Future monthly rates of payment through to the end of 1976 cannot be predicted.'

Industrial development

Mr. Jack Ashley (Stoke-on-Trent South) asked how many industrial development certificates have been granted to North Staffordshire in each of the last five years; and which industries were concerned.

Mr. MacKenzie answered that the number of industrial development certificates issued for schemes of 15,000 sq. ft and over in North Staffordshire from 1970 onwards was as follows:

Year	No. of certificates
1970	11
1971	11
1972	18
1973	29
1974	21
1975 (January-September)	12

About 40 per cent of these Industrial Development Certificates related to the brick, pottery, glass and cement industries, about one-third to the metal manufacturing and engineering industries and the remainder to a variety of other industries.

Mr. Dafydd Wigley (Caernarvon) asked how many industrial development certificate applications were received in 1973 and 1974 in respect of proposed development in Greater London, Inner London and the West Midlands; and how many such applications were granted.

Mr. MacKenzie gave the following table showing the number of schemes of 15,000 sq. ft and over for which applications for industrial development certificates were decided during 1973 and 1974.

	1973		1974	
	Approvals	Refusals	Approvals	Refusals
Greater London	138	17	93	12
of which Inner London	53	8	45	5
West Midlands Region	221	11	145	9

Computer industry

Figures were requested by Mr. Edwin Wainwright (Dearne Valley) to show the total amount of money granted to the computer industry over the past four years; and the amount of money paid back to the Government by that industry over this period.

Mr. Kaufman replied: '£38.8 million was provided to the computer industry in the last four complete financial years. This comprised R and D support of International Computers Ltd., cost shared development contracts with ICL and other companies, and the balance of the cost of the Government shareholding of 10½ per cent in ICL.

'The amount of money paid back to the Government over this period was £569,000 of which £100,000 represented dividends from the ICL share-holding.'

Imports of textiles and footwear

Mr. Mike Noble (Rossendale) asked the Secretary of State for Trade, by how much imports of textile goods and footwear have been underestimated in the light of the recently announced errors in the balance of payments.

Mr. Deakins replied: 'The statistics of imports of textiles, clothing and footwear as recorded by HM Customs and Excise have not been affected, since the error related solely to the process by which adjustment is made for seasonal factors. On a seasonally adjusted basis, imports of these commodity groups in the first nine months of this year have been revised upwards by £2 million, to £946 million.'

Mr. Max Madden (Sowerby) inquired about the number of representations made to the Department of Trade by individuals and organisations, since March 1974, urging import controls on textiles.

'About 260,' said Mr. Deakins. 'We already have restrictions on a wide range of textile items. As my Rt. Hon. Friend the Prime Minister said on 23 May, the Government do not consider that an across-the-board cut in textile imports would be justified. But I am ready to consider the case for further restrictions on individual items on their merits in the light of our international obligations.'

Mr. Roger Moate (Faversham) asked the Secretary of State for Trade what recent representations he has received about the level of shirt imports.

Mr. Deakins replied: 'Both my Rt. Hon. Friend the Prime Minister and my Rt. Hon. Friend the Secretary of State have received a letter from the Shirt Collar and Tie Manufacturers' Federation. The Government is ready to have an early meeting with representatives of the shirt industry to discuss the situation if they wish.'

Mr. George Rodgers (Chorley) asked the Secretary of State for Trade for a statement on his policy towards the introduction of restrictions on the import of textiles.

Mr. Deakins answered: 'We already have restrictions on a wide range of textile items. As my Rt. Hon. Friend the Prime Minister said on 23 May, the Government does not consider that an across-the-board cut in textile imports would be justified. But we are ready to consider the case for further restrictions on individual items on their merits in the light of our international obligations.'

Mr. Dafydd Wigley asked what is the approximate level of imports and exports of pvc leather cloth products between the United Kingdom and the rest of the world for the most recent convenient date.

'During the period January to September 1975 imports and exports of pvc coated fabrics were 8.1 million m² and 4.5 million m², respectively,' said Mr. Deakins.

Import controls

Questions on import control policy were asked by Mr. J. W. Rooker (Birmingham, Perry Barr), Mr. Dennis Canavan (West Stirlingshire), Mr. Peter Morrison (City of Chester), and Mr. Stan Thorne (Preston South).

Mr. Shore replied: 'My prime objective is the early revival and expansion of world trade. But I do not rule out protective measures for particular industries suffering or threatened with serious injury as a result of increased imports. In any particular case we would have to consider all the relevant factors including the fact that other countries can also use protective measures before deciding where the balance of advantage lay.'

Mr. Peter Blaker (Blackpool South) asked the Secretary of State for Trade what representations he has received from the TUC and the CBI regarding import controls; and what response he has made.

'Like other Ministers I have recently received papers on this subject from both the TUC and the CBI,' said Mr. Shore. 'The Government will obviously give them careful consideration.'

Patents

Mr. Ronald Bell (Beaconsfield) asked the Secretary of State for Trade to ensure the full protection of British interests before agreeing to any draft of the proposed European Community Convention for European Patents for the Common Market.

'Yes Sir,' said Mr. Shore. 'I have consulted widely on the revised final draft of the Convention and am satisfied that the terms which have been negotiated are now acceptable to British interests.'

GATT negotiations

Mr. Nicholas Winterton (Macclesfield) asked the Secretary of State for Trade what discussions he has had with EEC Ministers regarding the current round of GATT multi-national trade negotiations.

Mr. Shore said: 'I have had a number of discussions about the progress of the negotiations with EEC Ministers both individually, and collectively in the Council of Ministers. Most recently I have discussed this, together with other trade policy issues, in a series of visits from which I have just returned to trade Ministers in Paris, Rome, Brussels, Bonn and The Hague.'

Company investigations

Mr. Dennis Skinner (Bolsover) asked for a list of those companies currently subject to investigation by the Department of Trade.

'I assume, the Hon. Member is referring

to investigations under the Companies Act 1948,' said Mr. Clinton Davis. 'Inspectors appointed under the provisions of that Act have not yet completed their inquiries in the under-mentioned public companies:

Corton Beach Holdings Ltd.
Lonrho Ltd.
Ralph Hilton Transport Services Ltd.
Hartley Baird Ltd.
Court Line Ltd.
New Brighton Association Football and Athletic Club Co. Ltd.
Burnholme and Forder Ltd.
Land and General Developments Ltd.
London Capital Group Ltd.
Dowgate and General Investments Ltd.
Edward Wood and Co. Ltd.
Ashbourne Investments Ltd.
Darjeeling Holdings Ltd.
Wilson-Mandleberg Ltd.
Brayhead Ltd.
Central Province Manganese Ore Co. Ltd.

'In addition, investigations are being carried out into one private company which was formerly public – Bryanston Finance Ltd. – and into 32 private companies. I do not announce investigations made into private companies unless there are good reasons of general public interest for doing so.

'Inquiries under S.109 of the Companies Act 1967 are proceeding in 59 companies. S.111 of the Companies Act 1967 restricts the use of information obtained under S.109 and the existence of such inquiries is not disclosed.'

Tourist industry

Mr. Robert Hicks (Bodmin) asked if the Secretary of State for Trade is satisfied that there is sufficient liaison with, and understanding of his policy by, the tourist industry and the various organisations representing the private sector of this industry.

Mr. Deakins replied: 'The Government, with the support of the Tourist Boards, has sought to ensure that Government tourism policies are as widely known as possible. The British Tourist Authority and the national Tourist Boards are regularly in touch with the industry.'

ECGD

Mr. Frank Allaun (Salford, East) asked the Secretary of State for Trade; 'Why he is refusing to make available the guarantees to British firms on export orders of less than £2 million which he provides to similar orders exceeding that amount; and what further steps he will take to help the securing of such orders?'

Mr. Deakins said: 'I assume the Hon. Member is referring to ECGD's new scheme for guaranteeing performance bonds. The limit was reduced from £20 million to £2 million in June; and business under negotiations since then is fully engaging the resources which can be made available. I believe that the commercial bonding market can normally deal with bonds required for orders under £2 million; but nevertheless the scheme will be kept under review in the light of growing experience.'

Mr. Doug Hoyle (Nelson and Colne) asked if the Secretary of State for Trade is satisfied with the level of the allocations of £6 million to Iran, guaranteed by ECGD, for the spinning plant to be erected at Rasht in Northern Iran.

'Yes, Sir,' said Mr. Deakins. 'The British supplier in this case was facing very keen international competition and I am satisfied that the ECGD cover agreed for this business was necessary to secure this valuable export order.'

Policyholders Protection Bill

Mr. Ian Lloyd (Havant and Waterloo) asked the Secretary of State for Trade, what discussions he has had with the Committee on Invisibles regarding the Policyholders Protection Bill.

Mr. Clinton Davis answered: 'The Committee are content that the British Insurance Association and Lloyd's, whose chairmen are members of the Committee, should speak for them on this subject.'

Notice to Importers No. 1513

Sir George Young (Ealing, Acton) asked why it was necessary to issue Notice to Importers No. 1513.

Mr. Deakins said: 'This notice was necessary to inform traders that applications would be considered for licences to import newly restricted textiles from Taiwan and the Republic of Korea which were in transit on or before 30 September and had been paid for under the terms of irrevocable letters of credit, opened before 8 August in the case of Taiwan or 22 August in the case of Korea.'

Imports of paper

Sir John Gilmour (East Fife) asked what increases there had been of paper imports from non-EEC countries during the first eight months of 1975.

Mr. Deakins said that paper imports from non-EEC countries fell in total from 2,297,000 metric tons to 1,726,000 metric tons between January to August, 1974 and 1975. Within this movement, there were negligible increases in imports of printing and writing paper (other than newsprint) and cigarette paper.

Imports of steel from West Germany

Figures were requested by Mr. Roy Hughes (Newport) to show the total of steel imports from West Germany in the years, 1970, 1971, 1972 and 1973 and at the latest available date, respectively.

Mr. Deakins gave the following figures in thousand metric tons:

1970	103.4
1971	127.5
1972	285.2
1973	564.5
1974	1,018.8

Imports of telephone cable from West Germany

Miss Jo Richardson (Barking) asked whether telephone cable had been imported in the last three years from the Federal Republic of Germany for use in the United Kingdom by the Post Office or any other organisation.

'Yes,' said Mr. Deakins. 'Imports for 1973, 1974 and the first nine months of 1975 were £77,000, £219,000 and £304,000 cif respectively.'

Imports of whale products

Sir William Elliott (Newcastle upon Tyne North) wanted to know the quantity of whale products imported into the United Kingdom in the past 12 months.

Mr. Deakins replied that the amount was 9,666 tons of sperm oil and spermaceti in the 12 months ending September 1975.

Power station closures

Mr. T. H. H. Skeet (Bedford) asked the Secretary of State for Energy if he expects to announce further closures or partial closures of small power stations, additional to those announced in October 1975.

Mr. Benn, Secretary of State for Energy, said: 'The amount of plant required on the CEGB system is normally reviewed annually, taking into account electricity demand forecasts agreed in the spring of each year by the Electricity Council. The closures and partial closures announced in October 1975 complete the industry's currently agreed list to cover the financial year ending 31 March 1977. I am arranging meetings at which the Electricity Council, the CEGB, the NCB and all the unions concerned can discuss the hardship of these problems in the future.'

Power coal reserves

Mr. W. W. Hamilton (Central Fife) wanted to know the estimated total of power coal reserves in England, Scotland, and Wales, respectively; and what these reserves represent in years of supply at current rates of consumption.

Mr. Eadie, Parliamentary Under-Secretary of State, Department of Energy, said: 'The latest estimate of known recoverable UK coal reserves as published in the 1974 World Energy Conference Survey Report was 3.8 thousand million tons. The NCB latest assessment of economically recoverable coal suitable for electricity generation accessible to existing collieries indicate that reserves are in the region of 1,450 million tons of which 1,254 million tons are in England and 196 million tons are in Scotland. Power stations in Wales are designed to use local coal which is not normally classified as power coal.

'Existing knowledge of total coal in the ground indicates that with suitably large investment supplies could be made available to meet demand at current rate of consumption for an indefinite period.'

Tuesday, 4 November

Coal imports

Questions were asked by Mr. George Rodgers (Chorley) on the current annual amount of coal imported into the country; and the countries of its origin.

Mr. Deakins said: 'Information for the first nine months of the year is published in the September 1975 issue of the *Overseas Trade Statistics of the United Kingdom*, under SITC(R) 321.4.'

Mr. Rodgers also asked about the present and planned annual levels of coal imports by the British Steel Corporation; and the countries from which the coal is imported.

Mr. Kaufman replied: 'British Steel Corporation base their coal procurement policy on available domestic supplies. However, some coking coal of a quality not sufficiently available in the UK has to be imported. Imports are likely to increase gradually, with growing requirements and the decline in the availability of the necessary qualities at home, but would remain a minor proportion of the total supply. Details of the tonnage which BSC plan to purchase abroad

and the sources of imports are commercial matters for the Corporation.'

Industrial development

Mr. Jack Ashley (Stoke-on-Trent South) asked if the Secretary of State for Industry would take steps to encourage modern industries to develop in North Staffordshire.

Mr. MacKenzie said: 'Some diversification of employment would be desirable in North Staffordshire, but Assisted Areas have a greater need for new industries and we must continue to give them priority in our steering efforts.'

Post Office

Mr. Tom King (Bridgwater) asked if the Secretary of State for Industry would make a monthly report in appropriate form of the traffic figures for posts and telecommunications, so that the effect could be assessed of the two price increases during 1975.

'No,' said Mr. MacKenzie. 'A main object of constituting the Post Office as a nationalised industry was to relieve it from the liability to detailed supervision of its operations by Parliament.'

Financial assistance for airlines, airfields and air navigation services

Mr. Gwynfor Evans (Carmarthen) asked for figures to show the extent of financial assistance given by the Government in each year from 1965 to 1975 to airlines and airfields and air navigation services in England, Scotland and Wales, respectively.

Mr. Shore gave the following figures:

SUMMARY OF PAYMENTS OF GOVERNMENT GRANTS MADE FOR AIRPORT DEVELOPMENT

£'000

	1965/1966	1966/1967	1967/1968	1968/1969	1969/1970	1970/1971	1971/1972	1972/1973	1973/1974	1974/1975	1975/1976*
England	223	250	752	368	118	36	54	172	98	59	18
Scotland	—	3,500	—	16	—	—	—	—	639	6,229	9,635
Wales	—	—	—	—	—	—	—	—	—	—	—

* To end of October.

SUMMARY OF CIVIL AVIATION AUTHORITY DEFICITS ON AERODROME MANAGEMENT £'000

	1972/73	1973/74	1974/75
England	—	—	—
Scotland	569	542	1,854

SUMMARY OF CIVIL AVIATION AUTHORITY DEFICITS ON AERODROME NAVIGATION SERVICES £'000

England	1,463	2,228	3,226
Scotland	1,502	1,782	2,243
Wales	160	283	182

'The above deficits form part of the Civil Aviation Authority's total deficits which are covered by grants under Section 10(1) of the Civil Aviation Act 1971. Before the establishment of the CAA on 1 April 1972, the National Air Traffic Services (NATS) which provide navigation services at 20 aerodromes in England, Scotland and Wales, were part of the Department of Trade and Industry. The excess of NATS expenditure over income borne on the DTI Vote as a direct charge to Government can be seen in the published Trading Accounts and Balance Sheets. This applies also to expenditure on the management of certain aerodromes owned by the Government before the establishment of the CAA.

'Airlines. Apart from special assistance to BEA and BOAC of a capital nature the only payment made was to BEA Helicopters Ltd. in 1965 in the sum of £75,000 in token of the contribution which the introduction of the first scheduled helicopter service (to the Isles of Scilly) would make to the longer term development of vertical take-off aircraft in this country. It is envisaged that under the provisions of the Scottish Development Agency Bill, Loganair Ltd. will this year receive about £120,000 to meet the deficit on routes in the Scottish Highlands and Islands of social significance.'

Wednesday, 5 November

Fireworks

Mr. Gwilym Roberts (Cannock) asked the Secretary of State for Prices and Consumer Protection, what study she has made of the evidence of increased sales of imported short-fused Chinese cracker type fireworks.

Mr. Williams answered: 'Imports of actual Chinese crackers are not permitted. I assume my Hon. Friend is referring to imports from China of fireworks of other types. Although the fuses of these burn more rapidly than usual, they have the advantage that their burning is clearly apparent, and they are considered adequate for safe operation when correctly used. Safety instructions must be supplied with each box or pack.

'However, my Department received evidence on 4 November that some specimens of imported rockets might be faulty, and immediately issued a warning to the public not to use them.'

Petrol sales

Mr. John Pardoe (North Cornwall) asked what was the percentage of petrol sales outlets controlled by the major oil companies in 1974 and the comparable figures for 1965.

Mr. Williams replied: 'The Monopolies Commission's report on the supply of petrol to retailers, which was published in 1965, showed that in 1964 the petrol companies owned about 14 per cent of all petrol stations in the United Kingdom. No comparable figure for 1974 is available, but that for 1973 is estimated at about 26 per cent.'

Price controls

Mr. Gwilym Roberts (Cannock) inquired about the Secretary of State for Prices and Consumer Protection's plans for extending price controls, particularly to public sector prices.

Mr. Maclennan replied: 'I am maintaining strict enforcement of the present price controls, which ensure that a lower rate of increase in pay is reflected in a lower rate of price increase. The Government is also discussing with industry and the retail trade selective price restraint scheme described in para. 33 of the White Paper 'The Attack on Inflation' (Cmnd. 6151) with a view to introducing it early in the new year, if the necessary conditions have been fulfilled.'

References to Price Commission

Mr. John Tomlinson (Meriden) asked the Secretary of State for Prices and Consumer Protection, what further proposals she has for special references to the Price Commission.

Mrs. Williams reply is published on page 397.

Bread packaging

Mr. David Price (Eastleigh) asked why the Secretary of State for Prices and Consumer Protection decided, in amending the Bread Prices Order 1975 (SI, 1975, No. 1245) by the Bread Prices Amendment (No. 4) Order 1975, to allow a bread loaf to be bagged in a wrapping made of plastics in addition to being wrapped in two wrappings made of waxed paper.

Mr. Maclennan answered: 'The Bread Prices (Amendment) (No. 4) Order 1975 is not concerned with the authorisation of the form of wrapping of bread. It amends the Bread Prices Order 1975 to take account of recent major developments in wrapping methods. One of its provisions ensures that consumers cannot be charged more for bread simply because the method of wrapping has been changed.'

Imports and exports of steel

Mr. Gordon Wilson (Dundee East) asked what imports and exports of steel took place in the UK in 1974.

'Imports and exports of ingots, semi-finished and finished steel were 3,807 and 3,120 thousand metric tons respectively' said Mr. Deakins.

Required value of additional exports

Mr. T. H. H. Skeet (Bedford) asked what value of additional exports would be required to compensate for the fall in the value of sterling since March 1973.

Mr. Deakins said: 'Between March 1973 and September 1975 the effective exchange rate of sterling fell by 18½ per cent. Many other factors have affected our trade over the period, including the rise in oil prices and the recession in the industrial economies of the world. To the extent that the depreciation of sterling has contributed to an increase in the value of imports a corresponding increase in the value of exports is needed, which can come both from higher export prices in sterling and from a greater volume of sales.'

Aviation policy and Scottish Aviation

Mr. Gordon Wilson (Dundee East) wanted to know the Secretary of State for Industry's policy for the aviation industry to cover the position before and immediately after the implementation of the Government's policy on nationalisation; and what

place Scottish Aviation Ltd. would have in that policy in view of current fears of redundancies.

Mr. Kaufman answered: 'In the interim period, the Government look to the companies concerned to operate on a vigorous and continuing basis and to plan constructively for the future. The Government is ready to discuss any particular issues which the industry may wish to raise and in the case of Scottish Aviation is prepared to consider any further proposals the company may put forward. The place of Scottish Aviation after nationalisation is primarily for the new corporation which will wish to make the best use of the resources available to it.'

BLMC

Sir George Young (Ealing, Acton) asked if the Secretary of State for Industry is satisfied with the arrangements for notifying shareholders of HM Government's offer to acquire ordinary shares in BLMC.

'Yes,' said Mr. Kaufman.

Aerospace and Shipbuilding Nationalisation Bill

Mr. Norman Tebbit (Chingford) asked if the compensation to be paid to shareholders under the provisions of the Aerospace and Shipbuilding Nationalisation Bill would come from public funds.

Mr. Kaufman replied: 'Compensation will be satisfied by the issue of Government stock.'

North Sea oil-development plans

Mr. Patrick Jenkin (Redbridge, Wanstead and Woodford) asked whether any licence holders in respect of oil fields declared commercial since 4 March 1974 have announced firm development plans or given firm orders for major items of development expenditure.

Mr. John Smith, Parliamentary Under-Secretary of State, Department of Energy, said: 'The Ninian, Claymore, Heather, Cormorant and UK Statfjord fields have all attained commercial status since 4 March 1974. Development programmes have begun and platforms and other major items of equipment have been ordered for Ninian, Claymore, Heather and Cormorant; and the UK and Norwegian licencees of Statfjord, which straddles the median line, are discussing joint development of the field.'

Cost of prices and consumer protection legislation

Mr. Timothy Raison (Aylesbury) wanted to know the total cost to the Exchequer and the total increase in local government staff levels since March 1974 as a result of the requirements of new legislation and departmental circulars initiated by the Department of Prices and Consumer Protection since that date.

Mr. Maclennan gave the following information on identifiable expenditure under prices and consumer protection legislation since March 1974:

Prices Acts 1974 and 1975, S1	£609,000,000	Food subsidies; expenditure to 31 October 1975
Prices Acts 1974 and 1975, S1	£750,000	Food subsidies administrative expenditure to 31 October 1975 (est.)
Prices Acts 1974 and 1975, S2 and S4	£1,500,000	Enforcement of Consumer Protection Legislation by local authorities (borne on the rate support grant)
Statutory Corporations (Financial Provisions) Act 1975	£300,000	Cost to 31 October 1975 of the nationalised industry consumer councils transferred to DPCP on 1 August 1975

'No identifiable expenditure has yet been incurred under the Consumer Credit Act (1974) or under the DPCP Circulars 4/75 and 9/75 inviting local authorities to put forward proposals for local price surveys and for the establishment or expansion of consumer advisory centres,' said Mr. Maclennan.

'The local authorities are not involved in the administration of food subsidies or of the nationalised industry consumer councils. They are responsible for enforcement of Section 2 of the Prices Act and this is allowed for in the rate support grant; the effect on staff requirement is not known.'

Thursday, 6 November

Concorde

Lord Chelwood asked for facts and figures comparing the noise of Concorde on take-off and landing with Boeing 707s, DC8s and VC10s, what conclusions have been reached, and also asked why the Department of Trade did not publish this information at the same time as the figures were given for the recent Concorde tests.

Lord Winterbottom answered: 'My Lords, measured in effective perceived noise decibels (EPNdB) under properly controlled test conditions in accordance with the criteria set out in Annex 16 to the Chicago Convention, the noise made by Concorde, the Boeing 707, the DC8 and the VC10 is as follows:

	Take-off	Landing
Concorde	119.5	116.7
Boeing 707-320C	114	120
DC8-61	115	116
VC10	110	112

'The noise readings made during Concorde's endurance trials at Heathrow this summer were not, of course made under such controlled conditions and measured the peak noise reached over specified monitoring points in perceived noise decibels (PNdB), which do not take account of the duration or the tone of noise.

'A copy of the report of the Casablanca trials has been placed in the Library and the main conclusions were given by the Secretary of State for Industry in another place on 28 October, as soon as the report was available.'

Coal reserves

Mr. T. H. H. Skeet (Bedford) asked the Secretary of State for Energy if he would give an estimate of the tonnage of physically workable coal in the United Kingdom, down to a depth of 1,200m, available or likely to become available.

Mr. Eadie replied that the total amount of physically workable coal in the UK (excluding Northern Ireland) was estimated at around 97,000 million tons. This figure included all coal seams of at least 24 in thickness down to a depth of 4,000 ft.

Mr. Skeet then requested an estimate of the reserves of coal available in existing collieries in the United Kingdom.

'The latest estimate of economically workable coal reserves at existing collieries is some 3,400 million tons,' answered Mr. Eadie.

Would the Secretary of State for Energy give an estimate of coal reserves available in existing collieries and in both approved and planned developments in the United Kingdom, asked Mr. Skeet.

Mr. Eadie said that economically workable reserves at existing collieries had been estimated at some 3,400 million tons. In addition, the current exploration programme had proved some 400-500 million tons of economically workable reserves at potential new mine sites in the UK.

Mr. Skeet also wanted an estimate of the coal reserves available in existing potential opencast sites in the United Kingdom.

In answer, Mr. Eadie said: 'The figures for reserves of opencast coal which may be quoted at any time depend on the current view of what coal is technically, economically, and environmentally workable. Tonnage remaining at sites currently being worked amounts to some 31 million tons. In addition, fully and partly proved reserves and the estimated further potential reserves of opencast coal amount to a figure in excess of 400 million tons. These reserves are sufficient to enable production at the target tate of 15 million tons a year set by the Coal Industry Examination to continue past the end of the century, provided that the necessary authorisations to work are available.'

Motor insurance

Mr. Frank R. White (Bury and Radcliffe) asked how many motorists have been left uninsured by defaulting insurance companies over the last 10 years, indicated by year and company.

Mr. Clinton Davis gave the following list of motor insurance companies concerned. The number of policyholders is not recorded but is estimated at about 2 million, including about 1 million for Vehicle and General.

1966 Fire Auto and Marine Insurance Co. Ltd.
Coventry Insurance Co. Ltd.
1967 London and Cheshire Insurance Co. Ltd.
London and Midland Insurance Co. Ltd.
Irish American Insurance Co. Ltd.
Gibraltar Insurance Co. Ltd.
South Yorkshire Insurance Co. Ltd.
London and Home Counties Insurance Co. Ltd.
London and Wessex Insurance Co. Ltd.
Metropolitan and Northern Counties Insurance Co. Ltd.
1968 Craven Insurance Co. Ltd.
Industrial Life and General Insurance Co. Ltd.
1969 None
1970 Carriage Insurance Co. Ltd.
Midland Northern and Scottish Insurance Co. Ltd.
1971 Vehicle and General Insurance Co. Ltd. and four subsidiaries:
Automobile and General Insurance Co. Ltd.
General and Commercial Motor Guarantee Co. Ltd.
Metropolitan General Insurance Co. Ltd.
Transport Indemnity Insurance Co. Ltd.
Competitive Insurance Co. Ltd.
1972 Union Accident Insurance Co. Ltd.
1973 None
1974 None
1975 None

HS 146

Mr. Kenneth Warren (Hastings) asked on what dates tripartite meetings between the Department of Industry, management of Hawker Siddeley Aircraft and the unions are being held to consider the progress of further funding of the HS 146 project, and what has been the total amount of money advanced by the

Government to date for the continuation of studies on the HS 146 project; and how much money remains to be allocated to the continuation of these studies.

Mr. Kaufman said: 'Tripartite meetings on the HS 146 project were held in February, April and May of this year and resulted in a report to the Government in June. My Rt. Hon. and Noble Friend the Minister of State, has subsequently discussed the report with the Confederation of Shipbuilding and Engineering Unions. It does not justify any change in the Government's present policy which is to retain the option to restart the project. To this end an amount of up to £1 million has been provided for the current financial year to continue design and development work and market studies, of which £305,000 has so far been paid to the company.'

Aircraft and Shipbuilding Industries Bill

Mr. Alf Bates (Bebington and Ellesmere Port) asked the Secretary of State for Industry if he intends to change the basis for valuing shares for compensation purposes set out in the Aircraft and Shipbuilding Industries Bill.

'No,' said Mr. Varley. 'But the Bill will contain a new provision to deal with the specific case of companies which are saved from receivership or liquidation by Government financial assistance in the period before vesting. Clearly it would be inequitable to spend public money in rescuing companies from collapse and then to pay more public money to shareholders on the basis of a valuation made during a past period when the companies were viable. The new provision will operate only where the Government provides selective financial assistance to rescue a company after 6 November 1975 and before giving the assistance I am of the opinion that in the particular circumstances of the case and had the assistance not been given the company probably would have become insolvent within the foreseeable future. Where the provision operates compensation will be reduced either to 5 per cent of the amount which otherwise would have been payable under the Bill or the amount the shareholders would have received had the aid not been given and the company wound up. The choice will be for the stockholders' representative of an affected company to exercise within three months after the relevant vesting date.'

Steel for offshore oil market

Mr. Gordon Wilson (Dundee East) asked what has been the outcome of discussions with BSC, the Department of Industry and the Department of Energy in relation to the United Kingdom share of special and tubular steels for the North Sea off-shore oil market.

Mr. Kaufman replied: 'The Department keeps in regular contact with the Department of Energy and the British Steel Corporation about the Corporation's ability to meet North Sea oil requirements. BSC currently supply the great bulk of requirements for well-casing and recently started a £35 million programme to develop further their capacity for producing this. In addition, two electric arc furnaces have recently been installed at BSC's Clydesdale Works in Scotland, at a cost of £13 million, for the production of high quality steel suitable for the North Sea market.'

Shipbuilding

Mr. Warren asked for an estimate of the output of British shipyards over each of the next five years, bearing in mind the views of the Shipbuilders' and Repairers' National Association that British yards are being priced out of world markets at a time when available world production capacity exceeds demand.

Mr. Kaufman answered: 'The present level of ordering is such that after 1977 our output of merchant ships is likely to decline rapidly from the present level of about 1¼ million tons a year. The situation in the shipbuilding industry is under urgent consideration.'

Friday, 7 November

Departmental expenditure and staff

Mr. Norman Lamont (Kingston upon Thames) asked the Secretary of State for Prices and Consumer Protection whether she would list the increases in departmental expenditure that have occurred since the financial year 1973-74.

Mrs. Williams gave the following information:

	Expenditure during 1973/74 on services now the responsibility of DPCP	Estimates provision for the same services 1975/76
	£	£
HQ costs	1,020,000	1,635,600
Price Commission	1,967,618	3,694,000
Monopolies and Mergers Commission	300,442	663,000
National Council of Social Service	116,033	643,000
Metrication Board	261,824	290,000
Quality Assurance Schemes	10,000	27,000
British Standard Institute	1,133,850	1,090,000
Subscriptions to international organisations	108,833	84,000
Research into safety of consumer goods	25,000	77,500
Miscellaneous	10,000	6,000
Royal Society for the Prevention of Accidents	16,000	17,000
Totals	4,978,600	8,277,100

The Department of Prices and Consumer Protection was also responsible for the following services introduced since March 1974:

	1975/76 estimates provision
	£
National Consumer Council	300,000
Nationalised Industries' Consumer Councils (1)	1,109,000
Promotion of activities of local advisory services	20,000
Expenditure on consumer information (para 32 of Cmnd. 6151, 'The attack on inflation', refers)	200,000 (3)
Total (2)	1,629,000

(1) Although they have for convenience been grouped together, three of the NICCs were before being transferred to DPCP already a charge to public funds, and their transfer did not therefore involve any increase in public expenditure. The remaining two were previously financed by their parent industries.
(2) Excluding food subsidies.
(3) Estimates provision to be sought.

Mr. Lamont also requested details of the numbers and salaries of the extra public relations and information officers recruited by her Department, and agencies for which it was responsible, since 1973-74.

Mrs. Williams gave the following information: 'Since my Department was created in March 1974 one additional principal information officer (salary scale £5,680-£7,450 pa) post has been added to the establishment transferred from the former Department of Trade and Industry. During the same period one principal information officer, three senior information officers (salary scale £4,900-£5,900 pa) and three information officers (salary scale £3,900-£4,700 pa) have been added to the establishment of the Office of Fair Trading. No such additions have been made in the Price Commission, the Monopolies and Mergers Commission or the Metrication Board. The salary scales quoted exclude London weighting.'

Public sector employment

Mr. Lamont asked the Secretary of State for Prices and Consumer Protection whether she would publish the increases in the number of civil servants, other categories of public sector officials and local government staff since 1973-74, as a result of central Government legislation, sponsored by her Department.

Mrs. Williams said: 'About 220 civil servants, mostly for the administration of the food subsidy programme and new consumer credit legislation. Of these, 25 were in the Department of Prices and Consumer Protection. There might have been a very small increase in the other categories mentioned, but details were not available centrally.'

Local government expenditure directives

Mr. Lamont requested the numbers and titles of directives issued by circular from the Department of Prices and Consumer Protection involving local authorities in increased expenditure in 1974 and 1975.

Mrs. Williams gave the following information: 'My Department has issued 12 numbered circulars since their introduction last year. None of these involve local authorities in increased expenditure in 1974-75.'

Price control and consumer credit legislation

Mr. Kevin McNamara (Kingston upon Hull Central) asked the Secretary of State for Prices and Consumer Protection what central and local funds were available to her staff for the implementation of price control legislation and consumer credit generally. Also what steps had her Department taken, and what funds were available or had been expended, to ensure the public was aware of price control and consumer credit legislation.

Mr. Williams replied: 'Under the Counter-Inflation Act 1973, the Price Commission is responsible for implementation and publicity of the Price Code, and has made extensive efforts to achieve the best results in these respects. Parliament voted the Commission £3.7 million for the current year. Under the Prices Acts 1974 and 1975, my Department is responsible for the administration and publicity of price regulation orders.

'Apart from my responsibilities for making orders and regulations under the Consumer Credit Act, the Director General of Fair Trading has various functions thereunder in-

cluding those relating to licensing and enforcement. The Director General has launched a comprehensive programme to inform the public about consumer credit legislation, and my Department has been vigorously promoting publicity of all its activities, not least those on the prices side of the Government's new counter-inflation strategy.'

Ferrous foundry industry aid

Mr. Geoff Edge (Aldridge-Brownhills) requested details of how the £25 million aid to the ferrous foundry industry was to be distributed.

Mr. Kaufman said: 'The scheme of financial assistance which my Rt. Hon. Friend the Secretary of State announced on 5 August provides £25 million for the modernisation of the ferrous foundry industry, and is intended to encourage companies already engaged in iron and steel foundry operations to:

a invest in new productive equipment and buildings;
b improve working conditions and general operating environment;
c develop the most efficient production and commercial practices;
d attract and retain skilled labour and other qualified manpower in the industry.

'Companies eligible to apply for financial assistance are iron founders who are liable to pay the levy under the Iron and Steel Castings Industry (Scientific Research Levy) Order 1971 (SI No. 253) and companies engaged in steel castings production. The scheme does not apply to the provision of facilities for the production of precision cast components using the techniques known as "investment casting" and "die-casting".

'Assistance, which is selective, will be given for specific projects approved by the Department, and falls into these categories:

Category 1. Investment in new plant and equipment, with a minimum project cost of £25,000.
Category 2. Investment in new buildings or extensions to existing buildings, with a minimum project cost of £50,000.
Category 3. Projects involving more comprehensive expenditure and possibly involving more than one company, with a minimum cost of £50,000.

'Assistance under Categories 1 and 2 will consist of grants of 25 per cent and 15 per cent respectively of the eligible cost, net of any regional development grant for which the expenditure may qualify. Under Category 3, assistance will consist of a loan or interest relief grant towards eligible costs which are not covered by Categories 1 and 2.

'Further details are available from Regional Offices of the Department of Industry, the Scottish Economic Planning Department, the Industrial Department of the Welsh Office and the Northern Ireland Department of Commerce.'

Motor Industry Research Association

Mr. Adam Butler (Bosworth) inquired how much taxpayers' money had been used in grant and loan aid to the Motor Industry Research Association in the past year and since its establishment; and what were the Government's future financial plans for the Association.

Mr. Kaufman said: 'Since the establishment of the Research Requirements Boards at the end of 1972, the Government's policy has been to move away from giving grants to research associations to awarding them research and development contracts for specific projects. In the current year (1975/76) the Mechanical Engineering and Machine Tools Requirements Board has placed with the Motor Industry Research Association contracts at an estimated cost of £130,000 and in 1974/75 at a cost of £50,000. The Government has not provided loan aid to the Association. Since its establishment in 1945 up to the end of grant in June 1974 the Association received a sum amounting to £1,926,514. The continuing policy of the Government is to place contracts with the Association as appropriate through the Mechanical Engineering and Machine Tools Requirements Board.'

Post Office

Mr. Tom King (Bridgwater) asked the Secretary of State for Industry what information he had received from the Post Office as to whether they were likely to request any further increases in postal charges before 1 April 1976.

Mr. MacKenzie replied: 'Apart from the deferred increases in certain overseas postage rates which, as already announced, will take effect on 5 January 1976, I have at present no information to suggest that the Post Office is likely to seek further increases in postal charges before 1 April 1976.'

What was the latest advice received of the estimated Post Office deficit for 1975-76, inquired Mr. King.

'Present indications are that the Post Office Corporation as a whole will record a modest surplus for 1975/76,' said Mr. MacKenzie. 'But it is likely that compensation for price restraint will be needed in respect of the postal business. This is expected to be within the figure of £70 million referred to by the Chief Secretary to the Treasury on 9 June during the debate on the Statutory Corporations (Temporary Provisions) Act.'

Mr. Robert Banks (Harrogate) asked what was the estimate of the percentage decrease in the value of postage stamps sold, translated in terms of the numbers of first and second class letters in their present ratio, which would have the effect of reducing income to the level it stood before the introduction of higher postal charges.

Mr. MacKenzie answered: 'I estimate that a fall of about 18 per cent in the volume of inland letter traffic would be needed to reduce the income from that service to the level obtaining before prices were increased on 29 September. This assumes that the proportions of first and second class mail remain unaltered by this price increase. The Post Office tell me that they cannot yet assess the actual effect of the increase over the whole range of letter traffic, but they have estimated that letter traffic over the 12 months from 29 September will be some 3½ per cent lower than it would otherwise have been.'

Telephone charges

Mr. John Page (Harrow West) asked what were the prices charged for various services offered by Post Office Telephones for the years 1963, 1969, 1973, 1974, and 1975, including charges for local calls, examples of trunk calls, transfer charge calls, transfer of calls service and the speaking clock.

In response, Mr. MacKenzie gave the representative examples in the following table. The examples are as at 15 October in each year. Dialled call prices are given as the notional price per three minutes, taking fractions of units where the time given is not divisible into three minutes. Operator charges are for three minutes. All prices are shown in decimal currency.

	Ordinary					Coinbox				
Calls	1963	1969	1973	1974	1975	1963	1969	1973	1974	1975
Unit charge – minimum fee	0.83p	0.83p	1p	1.5p	3p	1.25p	2.5p	2p	2p	2p
Local dialled										
peak rate	0.42p	0.63p	1p	1.5p	4.5p	0.63p	1.25p	2p	2p	3p
Standard rate					3p					
cheap rate	0.21p	0.31p	0.25p	0.375p	1.125p	0.31p	0.63p	2p	2p	3p
Local – via operator										
peak rate	0.42p	0.63p	1p	1.5p	6p	0.63p	1.25p	2p	2p	4p
standard rate										
cheap rate	0.21p	0.31p	0.25p	0.375p	2p	0.31p	0.63p	2p	2p	4p
Maximum distance trunk call										
dialled										
peak rate	15p	18.75p	22.5p	22.5p	54p	22.5p	28p	30p	36p	36p
standard rate			18p	18p	36p					
cheap rate	10p	5p	4.5p	3.75p	9p	15p	7.5p	10p	12p	18p
via operator										
peak rate	20p	20p	25.5p	27p	60p	21p	25p	32p	42p	72p
standard rate			22.5p	22.5p	42p					
cheap rate	11p	10p	7.5p	7.5p	15p	12.5p	12.5p	14p	16p	42p
Special facilities										
transfer charge										
supplementary fee	1.25p	2.5p	4p	6p	12p	1.25p	2.5p	4p	6p	12p
transfer of calls service										
rental per quarter	£2	£4	£5	£5	£5	—	—	—	—	—
switching fee	nil	nil	nil	2p	30p					
speaking clock	0.83p	0.83p	1p	1.5p	3p	1.25p	2.5p	2p	2p	2p

European Community News

Parliamentary scrutiny of EEC proposals – report of Select Committee on Procedure

One problem that particularly concerned the Government when Britain joined the EEC was how to ensure that Parliament should have adequate opportunity to consider and comment on the large number of proposals for EEC legislation put forward by the Brussels Commission. In May last year the Government set up Select Committees (commonly known as 'Scrutiny Committees') in both Houses of Parliament whose job is to sift through the Commission's proposals and draw Parliament's attention to those which they consider to be of particular legal or political importance and should be debated. A good number of debates have been held on EEC documents in the light of the Scrutiny Committees' recommendations.

These arrangements have been working reasonably well, but some dissatisfaction has been expressed in Parliament over certain aspects. This led the Government in November last year to set up the Select Committee on Procedure to examine ways of improving the arrangements. The Procedure Committee's report made a number of specific recommendations for the future handling of debates on EEC documents selected for debate by the Commons Scrutiny Committee, and for improvements in the provision of information to Parliament on EEC matters. In the course of a debate held on 3 November to take note of the Committee's report a number of new measures were announced by the Government aimed at making the scrutiny arrangements more effective in the light of the Procedure Committee's recommendations.

Standing Committee

The main new procedure proposed by the Government and outlined by Edward Short, the Lord President of the Council, during the debate is that some EEC documents selected for debate by the Scrutiny Committee should in future be discussed in a Standing Committee of MPs rather than on the floor of the House. The procedure will be modelled on that of the Standing Committees to which UK Statutory Instruments are currently referred for consideration. The Standing Committee should lead to savings in time on the floor of the House as well as providing improved opportunities for the discussion of EEC matters of particular interest to Private Members.

The sort of EEC documents which the Lord President has suggested might be discussed in the Standing Committee would be those at a very early stage of consideration within the Council of Ministers, documents of a non-legislative nature, proposals for legislation of less than major importance though still worthy of debate, and Private Members' motions.

'Two stage scrutiny'

The Scrutiny Committees have also expressed concern that some EEC proposals of a long-term nature may be in a substantially different form when they finally come to the Council of Ministers for adoption than when they were first seen by Parliament. This concern was reflected in the Procedure Committee's report, and the Government has now agreed to a procedure for 'two stage scrutiny' of those EEC proposals involving major policy developments which are substantially amended in the course of Council discussions. In such cases there will be an opportunity for debate at an early stage and for further scrutiny of the proposals as amended before these are put to the Council of Ministers for adoption. It will be for Government Departments to identify the sort of amendments that should be reported to Parliament in these circumstances. The Government has undertaken to supply the necessary information on amendments within the constraints imposed by the confidentiality of Council proceedings.

Ministers agree on long-term agricultural contracts

After a wide-ranging exchange of views, EEC ministers have agreed in principle that the Commission should be authorised to open formal negotiations for the supply of agricultural products to Egypt over a period of one to three years. The details of the proposed contract with Egypt still have to be finalised.

International economic co-operation

The ministers, meeting in Brussels from 5-6 November, also continued discussions on the Community's position at the Conference on International Economic Co-operation, which is to open in Paris on 16 December. After the meeting, James Callaghan, Secretary of State for Foreign and Commonwealth Affairs, reiterated Britain's claim for separate representation at the conference. He explained that Britain must insist on the right to be able to defend separately its interests as an oil producer, which, he said, an EEC mandate was highly unlikely to cover.

Direct elections

During the meeting, ministers discussed the question of direct elections to the Assembly. They examined the main aspects of direct elections – electoral procedure, the date of elections, the number and distribution of seats and the status of members – on the basis of a report prepared by the ad hoc working party, which they expect to submit to the nine heads of government at the European Council in Rome on 1 and 2 December. Before this discussion ministers had met with a delegation from the European Assembly.

Among other subjects which came up for consideration by the Council was the Community's 1976 generalised preference scheme. Ministers established the improvements which will be made, taking effect from 1 January 1976.

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NCC plants to close despite Commission decision

The National Carbonising Company Ltd. (NCC) announced on 25 October that their coke manufacturing plants at Barnsley and Rotherham would have to close in spite of interim measures proposed by the EEC Commission in a bid to enable NCC to continue the operation of its plants pending the outcome of proceedings now before the European Court of Justice. The proceedings involve a conflict of interest between NCC and the National Coal Board (NCB) concerning the price structure of coking coal and domestic hard coke.

The Commission's decision, which was formally announced on 29 October, obliged NCB to reduce by £2.79 per tonne the effective price of coal supplied to NCC and used for the production of domestic coke for sale within the Community for a period of 12 weeks from 22 October. In return, NCC were to provide an adequate guarantee for the repayment to NCB of the sum corresponding to the total of the price reduction of coking coal.

NCC is an independent producer of domestic hard coke at its Barnsley and Rotherham plants in direct competition with NCB's subsidiary, National Smokeless Fuels Ltd. (NSF). Over 60 per cent of the cost of coke production is attributable to the raw coal supplied by NCB. Since the last coal price increase, NCC had found it impossible to operate their coke plants profitably – as the rise in the price of the end product had been insufficient to cover the high price of coal and other costs. NCC pricing was effectively controlled by the prices charged by NSF, which is the dominant producer. On 21 July this year, NCC complained to the Commission that it was encountering difficulties in covering its costs of production of domestic coke. They claimed that NCB were abusing their dominant market position in contravention of the Treaty of Paris.

After examining the situation, the Commission notified NCC on 16 October that they could find no substance in the allegations. NCC then appealed to the European Court of Justice against the Commission's decision, applying at the same time for an interim order to assist them to keep their two coking plants going until the completion of the proceedings before the Court. On this last point the Court ruled that the Commission should take all measures of conservation which it considered necessary to keep NCC's threatened plants going for the minimum period required for the hearing of the proceedings. The Court also ordered that the Commission should prescribe the guarantees which should properly be sought from NCC in the event of its failing in its main application.

NCC have been unable to provide suitable guarantees and NCB's obligations under the interim measures proposed by the Commission never therefore came into effect. It is understood that the NCC plants are now closed.

EEC/Sweden: Commission oppose action on footwear

At a specially-convened session of the EEC/Sweden Joint Committee last week, the EEC Commission formally asked Sweden to postpone the implementation of import quotas in footwear. These restrictions were due to come into effect on 5 November.

The Commission rejected Sweden's invocation of Article 21 of the free trade agreement, which covers action in time of war or serious international tension, as an acceptable legal basis for their measures. The action was therefore considered as constituting a violation of the agreement with the Community.

Mr. de Kergorlay for the Commission explained, however, that the Community were sympathetic to the problems facing the Swedish footwear industry and were ready to continue discussions under Articles 26 and 27 of the agreement in order to find a mutually acceptable solution.

New EC Legislation

Common Agricultural Policy

The texts of the following Regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

General. Regulation (EEC) 2716/75 amending Regulation (EEC) 1380/75 laying down detailed rules for the application of monetary compensatory amounts (*Official Journal* L276, 27 October 1975).

Regulation (EEC) 2717/75 amending Regulation (EEC) 540/75 as regards additional measures to be taken in agriculture following the fixing, with effect from 27 October 1975, of new representative rates for the pound sterling and the Irish pound (*Official Journal* L276, 27 October 1975).

Regulation (EEC) 2718/75 on transitional measures concerning the levying of certain monetary compensatory amounts in trade with the United Kingdom (*Official Journal* L276, 27 October 1975).

Regulation (EEC) 2818/75 amending, as regards the proof to be furnished in certain cases before refund is made, Regulation (EEC) 192/75 laying down detailed rules for the application of export refunds in respect of agricultural products (*Official Journal* L280, 31 October 1975).

Regulation (EEC) 2819/75 amending, as regards the victualling of ships and aircraft, Regulation (EEC) 1380/75 laying down detailed rules for the application of monetary compensatory amounts (*Official Journal* L280, 31 October 1975).

Seeds. Decision 75/629/EEC authorising the United Kingdom during the period expiring on 31 December 1975 to permit the marketing of basic seed of rye not meeting the requirements of Directive 66/402/EEC on the marketing of cereal seed (*Official Journal* L277, 28 October 1975).

Milk and milk products. Regulation (EEC) 2808/75 laying down a special measure for the disposal of skimmed-milk powder in public storage with a view to incorporation in compound animal feedingstuffs (*Official Journal* L280, 31 October 1975).

Soya beans. Regulation (EEC) 2809/75 on special measures for soya beans for the 1975/76 marketing year (*Official Journal* L280, 31 October 1975).

Oils, fats and oilseeds. Regulation (EEC) 2820/75 amending Regulation (EEC) 3423/73 on detailed rules for granting subsidies for olive oil (*Official Journal* L280, 31 October 1975).

Sugar. Regulation (EEC) 2821/75 laying down certain detailed rules for granting the amount provided for the refining of raw sugar produced in the French overseas departments (*Official Journal* L280, 31 October 1975).

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Department of Trade
Export House
50 Ludgate Hill
London EC4M 7HU
Tel. 01-248 5757, ext. 408/439/482
(EEC general inquiries)

Europe

A new form of company under Community Law

Mr. Humphry-Baker, can you explain first of all what the European Companies Statute is exactly, and to which legal system it will be responsible?

The proposed Statute would make available a new legal form of company incorporated under Community law. The Statute would contain all the main company law provisions that would apply to European Companies – Sociétés Européenes, or SEs. It would therefore be in essence a self-contained European Companies Act, although matters not covered by the Statute would still be dealt with under the relevant national law. A proposal by the Commission of the European Communities for a Council Regulation on a Statute for European Companies, amended in the light of views expressed in the Economic and Social Committee and European Assembly, was published on 30 April this year. It is now available from HMSO as Supplement 4/75 to the Bulletin of the European Communities*.

When can we expect the Statute to enter into force?

In a letter submitting the present draft of the Statute to the Chairman of the Council of Ministers, the President of the Commission expresses the hope that its final adoption as a Regulation should be carried out before the end of 1976. However it is thought that this time-scale will prove optimistic. There will have to be detailed discussions on the text of the Statute by Government 'experts' from the Member States and these will inevitably take time in view of the complexity of the document.

It should also be stressed that the draft is at present only a proposal, and all Member States will doubtless be involved in lengthy discussions before the Statute is finalised. In its present shape it does not necessarily reflect what the European company will actually be like when it eventually comes into being.

Who thought of creating a European company in the first place and why?

The idea of a 'European company' was originally conceived in France and it first received wide publicity in 1959 from Professor Sanders in his inaugural address as Professor of Rotterdam University. However the idea was not actively pursued until it was revived in 1965 in a memorandum submitted to the Commission by the French Government calling upon the Community to take steps to establish a form of European company to facilitate mergers and concentration within the Six. The main purpose of this initiative was to encourage a means of strengthening European industry to face foreign competition.

How has this French initiative developed within the EEC during the past 10 years?

Well, the next step was the publication of an EEC Commission memorandum suggesting a more ambitious scheme – the creation of a single company law for a European company on a supra national basis under the control of the European Court. It invited Professor Sanders, with the help of colleagues to produce a draft Statute and this was duly delivered to the Commission in December 1966. An expert group of company law experts under the chairmanship of Professor Sanders continued to work on the feasibility of the project, but it began to run into difficulty because of a disagreement among the Six as to whether other interested countries should be admitted to the discussions.

Despite these problems at the political level, work proceeded on a draft Commission proposal for a European Company Statute and this duly appeared in June 1970. The opinion of the Economic and Social Committee was given in October 1972 and of the European Assembly in June 1974. The document was subsequently revised by the Commission to take into account these opinions and the entry of the three new Member States.

Who would be able to form a European company?

Two or more companies of public or private status and other bodies corporate incorporated under the national law of Member States would be able to form a Société Européene either by merging, or by forming a joint holding or subsidiary company, provided that they were subject to the law of at least two different Member States. In the case of merger or formation of a holding company, the capital of the SE would have to be a minimum of approximately £100,000 on formation; in case of a joint subsidiary, the figure would be approximately £40,000.

How would the company be treated for tax purposes?

Broadly speaking, it is the Commission's intention that a SE should conform to the same taxation rules as national companies and that there should be no tax bias as a result of being a SE rather than a company incorporated in a Member State under national legislation. For the purposes of taxation a SE shall be treated as resident in the Member State in which its

*Statute for European Companies – Amended Proposal for a Regulation, 11 935002 5, price £2.70 (£2.96 including postage).

John Humphry-Baker of the Department of Trade's Companies Division explains how the proposed European Companies Statute will work, in an interview with Gillian Samuel.

centre of effective management is located. How this would work in practice has not yet been fully clarified.

Would the company have to be registered within the Community?

Yes. The SE would be able to specify in its statutes the location of its registered office, which must be within the EEC. If it wishes, it may also designate a number of registered offices. The European Court of Justice would maintain a European Commercial Register on which SEs would be registered. SEs would also be registered in the Member States in which they had registered offices. All documents filed in the national registries would have to be duplicated at the ECR.

For the potential shareholder, what are the principal provisions affecting the company's capital?

The SE would be able to issue debentures and either registered or bearer shares. The shares may carry different rights in respect of the distribution of the profits and assets of the company, but shares with multiple voting rights are prohibited. An SE would not be allowed to purchase its own shares, the reciprocal share holdings of more than 10 per cent between a SE and another company are also restricted. At the same time, the SE would not be able to issue redeemable share capital.

A 75 per cent majority would be needed for both an increase and a reduction of capital, at a general meeting at which not less than half the capital is to be represented. Where capital is increased by subscription for cash or the capitalisation of reserves, the shares must be offered first to existing shareholders in proportion to their shareholdings.

Creditors have no power to prevent a reduction of capital, though creditors whose claims are prior to the reduction have an ex-post facto right to security for their claim, either by agreement with the SE or, failing agreement, by applying to the Court which may order security to be given.

How will the company be organised? Will there be an element of worker participation?

The Statute provides for a two-tier board structure, which will result in the obligatory separation of the powers of administration and management – which are to be functions of the management board – from the functions of supervision and control – which are to be the functions of the supervisory board. And specific functions will be reserved for the general meeting.

The number of members of the supervisory board has to be divisible by three. It would consist of one-third employees' representatives, one-third shareholders' representatives, and one-third members co-opted by these groups to represent 'general interests'. These are intended to be independent of both shareholders and employees. Each co-opted member would need at least two-thirds of the combined votes of the shareholders' and the employees' representatives and may be proposed by the general meeting, the employees' representative body, or the management board. The representation of employees on the supervisory board would not be obligatory unless a simple majority of the employees voted in favour of it. The employees' representatives on the supervisory board would have the same rights and duties as the other members of the board.

The members of the management board are to be appointed and dismissed by the supervisory board and nobody can be a member of the management board and the supervisory board at the same time. The management board would need the prior authorisation of the supervisory board for certain important decisions affecting the company's future. Members of the management board would be jointly and severally liable for losses resulting from their failure to observe the provisions of the Statute, or of the statutes of the SE concerned, and from any other breach of their obligations.

You mention the appointment of members to the management board. How are the employees' representatives elected to the supervisory board?

Under the rules laid down in the Statute the choice of employees' representatives normally takes place in two stages. In the first stage all the employees of the SE elect a number of electoral delegates by secret ballot. Lists of candidates may be submitted by trade unions represented in a company and by groups of 10 per cent of the employees entitled to vote or of 100 employees. In the second stage, the electoral delegates elect the employees' representatives to the supervisory board jointly by means of a secret ballot. Lists of candidates in this second stage may be submitted by European Works Council, by trade unions represented in the company, by 1/20th of the electoral delegates, or by at least 1/10th of the employees of the SE who are entitled to vote.

Is the company obliged to have a Works Council?

A European Works Council (EWC) would have

A new form of company under Community law

continued

to be formed in every SE having at least two establishments, in different Member States, each with at least 50 employees. This is in addition to any national bodies formed for similar purposes. The members of the EWC are to be elected by secret ballot by all the employees of the SE over 16 and who have been employed by it for four months. Lists of candidates may be submitted by the trade unions represented in the company and by groups of employees – 10 per cent of those entitled to vote, or 100 employees. The election is to be on the basis of proportional representation.

In specified matters, mainly concerning industrial relations and working conditions, the management board can reach decisions only with the agreement of the EWC, subject to *arbitration* in cases of dispute, and in other matters the EWC has to be consulted. The EWC must, as a matter of principle, not engage in collective bargaining – which is reserved to the trade unions. In other areas it seems possible that conflict could arise between the rights and powers of the existing trade union machinery and the rights and powers of the EWC as specified in the Statute.

What is the position of a Société Européene within a group? Will the provisions of UK law on holding or subsidiary companies apply?

No. Unlike the precise definition of the holding/subsidiary relationship in the UK law, the provisions in the Statute relating to groups contain extended definitions of the concept of dependence. The consequences arising from the dominant/dependent relationship in the Statute include, inter alia, firstly, the responsibility of the controlling undertaking of the group for the debts and liabilities of dependent companies which may include companies incorporated under national law, secondly, the right of the management of the controlling company to issue binding instructions to the dependent companies, and, thirdly, an obligation on the management board of the controlling undertaking to promote the interests of the group.

The section of the Statute dealing with the group situation also contains extensive provisions for the protection of the minority shareholders in dependent companies, which go much further than Section 209 of the Companies Act 1948, and would include an obligation on a controlling undertaking within a group to offer to acquire the shares of outside shareholders of a dependent company and to provide an option to receive annual equalisation payments. A group works council would also have to be formed within the SE in which the interests of the employees of dependent companies are also to be represented.

Does the Statute include provision for other aspects normally covered by national company law – mergers and accounting procedure, for example?

Yes. Apart from the matters we have already discussed, the Statute contains rules dealing with, inter alia, insider dealings, inspection, mergers and amalgamations, accounts, auditing and publicity generally, and winding-up. These provisions are based in the main on Continental company law, and differ markedly from existing UK law and practice.

Minority shareholders, that is to say those representing 10 per cent of the company's capital or approximately £8,000, the EWC or a representative of a body of debenture holders would have the right to apply to the competent court for the appointment of inspectors where they have reason to believe that there has been a breach of obligations on the part of the supervisory or management board.

Employees would have more extensive rights of consultation and representation in a merger situation than under existing UK law, including the right of recourse to arbitration if they believe that their interests are adversely threatened. On the other hand, creditors seem to have less protection than under existing UK law in a merger situation.

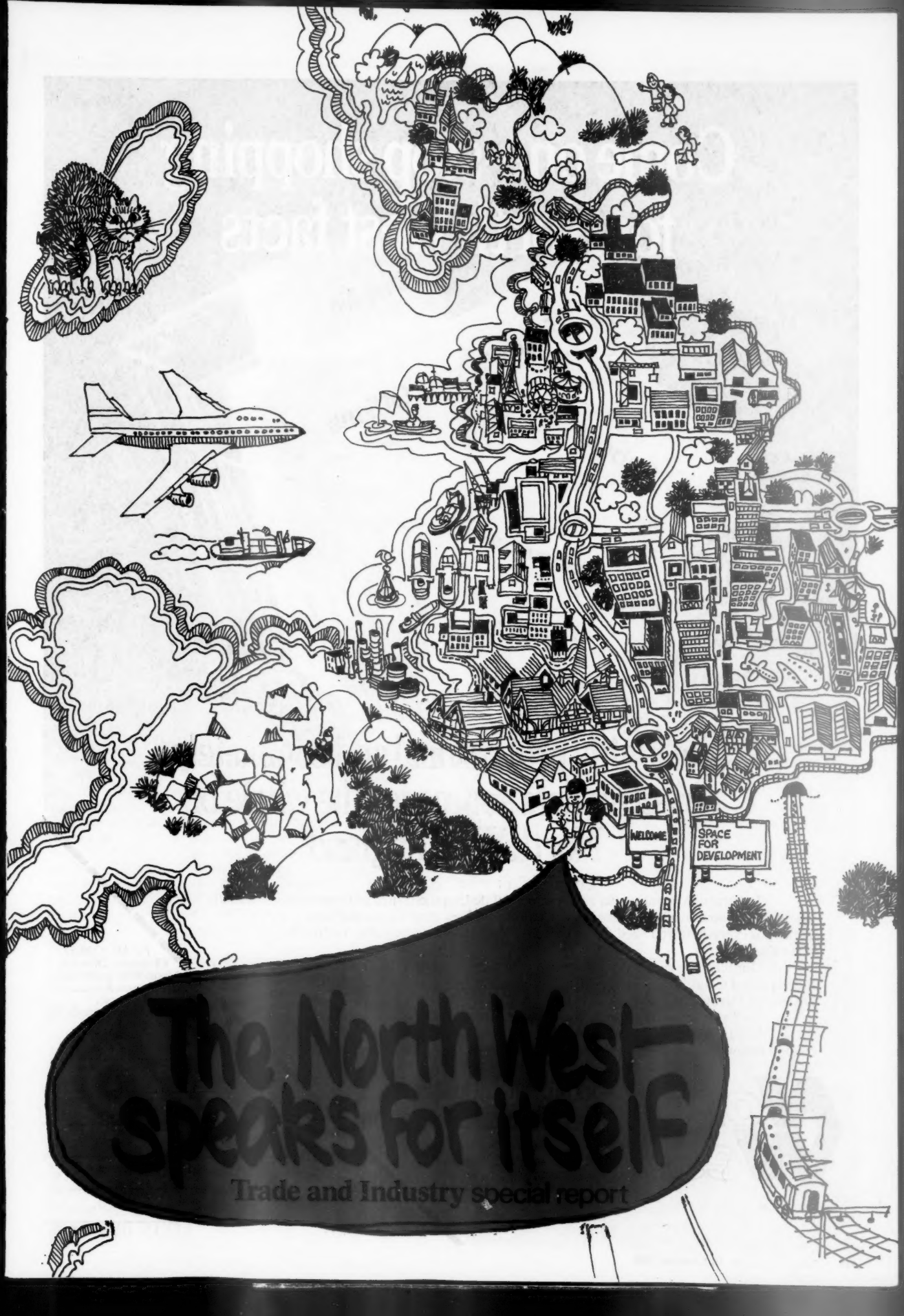
The accounting provisions of the Statute closely follow those in the draft fourth company law Directive on this subject; the true and fair view is not an overriding criteria and no provision is made for the distribution of interim dividends.

Rules relating to the dissolution and liquidation of the SE are contained in the Statute – though it is specified that the winding-up of a SE is also to be governed by the proposed Convention on bankruptcy currently under discussion in Brussels.

The Statute provides for the compulsory 'notarisation' of a considerable number of documents relating to a SE's existence, such as those concerned with the administrative control of SEs by the European Court. This would be a concept novel to the UK.

Are you interested in the view of UK businessmen on the proposed Statute?

Certainly. The Department of Trade would welcome views on the European Companies Statute and, in particular, its likely attractiveness to UK companies operating in Europe. These should be sent to me at Companies Division 4, Room 501, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB.



The North West speaks for itself

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Noel Belam, Regional Director, Department of Industry

The North West speaks for itself

Fulcrum for the leap forward

When I was told I was to go back to Manchester, where I had done a spell as Regional Controller in the old Board of Trade from 1967 to 1970, many of my friends commiserated with me and my next-door neighbour said that at least I would be able to go to Old Trafford to see United! The general impression was that this was the end of the road. Exiled beyond the Styx.

Nothing daunted I duly returned after a five-year absence. I still had nostalgic memories – getting stuck in the snow (on just about the only night it did snow) during a visit to North East Lancashire by the Prime Minister, a last night of the Hallé proms, the beginnings of the Seaforth container terminal and, most important of all, the amazing friendliness everywhere.

What is it like coming back? The tortures of the East Lancashire Road are over. You can get almost everywhere on the new wonderful system of motorways and where these do not yet penetrate there is a vast improvement in the main roads. Electrified mainline rail goes from end to end of the region without any change of locomotive power at Crewe. Fine new buildings in Manchester and Liverpool – indeed a new tunnel completed under the Mersey – and an impressive start to Central Lancashire New Town. These are just a few of the visual manifestations of a region renewing itself for the generations ahead. But what lies beneath is equally stimulating, though not immediately apparent to the casual visitor.

The region has its gloomy side. Unemployment has risen sharply over the past year. Yet this situation is not peculiar to the North West – it is a national, even an international, problem. To counteract this trend is one of our jobs and we have some tools at our disposal. For example, the whole region enjoys the benefits of Government financial incentives for industrial projects setting up or expanding here, and 22 advance factories are currently being built for such projects.

Over the last two years or so over 30,000 employment opportunities have been created and over 400 new firms have either come into the region or started up or expanded here. Of course, these successes only touch the fringe of the problem but without them it is likely that the unemployment situation would have been that much worse.

What else is gloomy? Unemployment as a grave human problem is bad enough but it is difficult to find much else wrong with this region. New Towns, new industry, new projects, new jobs, new products, new ideas, new industrial estates, growing universities and technical colleges, new roads – all the ingredients for a leap forward. While you may not be able to take that leap at the moment, now is surely the ideal time for drawing up plans for the future.

It is unfortunately true that we are in the throes of a world recession coupled with inflationary pressures of a severity previously unknown in this country. But there is nothing to prevent and everything to be said for using this period to plan for the upsurge in demand that is bound to come. Are you then going to be content with grappling with the same old problems of component shortages, scarcity of skilled labour, outdated machinery, low productivity? If you are planning for expansion then it is essential that the North West Region should be considered at the top of your list. You name it and we've got it.

I do not suggest that by reading this feature you are going to be sold on the North West but will it whet your appetitite to ask for more? You should know that on one side we have the sea with a major port in Liverpool, and only 35 miles away the largest inland port at Manchester, into which raw materials or semi-finished goods can come, and with shipping services going all over the world you will have no problem with your exports. If you do prefer an East Coast port there is a direct motorway over the Pennines.

On the other side of the region there is some of the finest scenery in Britain in the Peak Park or on the Pennine Way. Just over the northern regional boundary is the Lake District, and in the south the fertile fields of Cheshire. Right in the centre is the most diverse industrial sector offering everything you could ever need. There is little point in trying to convince the reader of the various facets of the area which go to make up its varied skills, but the most interesting factor is that there is a tremendous feeling of pride that at long last the region is once again ready to lead the industrial way forward. Don't be put off because you have heard of strikes; you might imagine nobody ever does a day's work here – but it's just not true. Don't be put off because you think the whole area is covered in grime – that is not true either. Don't be put off because you've heard that it has got no culture – it's just not true.

Come and have a look and we'll take you by the hand to show you around.

Department of Industry
Sunley Building, Piccadilly Plaza
Manchester M1 4BA
(061-236 2171)

Duncan Lawton, director, British Vita Co. Ltd. talks about communications

The North West speaks for itself

From the North West – to there and everywhere

Although a stone has been erected in Warwickshire to mark 'the centre of England', there can be little doubt that the centre of Great Britain, from a communications point of view, is now the North West.

Not only does it boast one of the finest international airports in Europe, but the twin ports of Liverpool and Manchester are respected throughout the world and its network of motorways is the envy of the rest of the country.

It is natural that being at the centre of things the North West should be a hub of communications.

'Network' is a word associated with communications, and it aptly describes the road and rail systems radiating to all parts of the country, the air services from the nation's second international airport (which handles 50,000 tons of freight a year) and the sea routes covered from the two major ports.

Manchester, for instance, astride the main north-south M6 and east-west M62, and with its own extensive network of internal motorways, is the envy of other industrial centres with their main arteries choked in bottlenecks of traffic.

As an inland port, too, Manchester handles, with Liverpool, much of the country's maritime cargoes. Its container facilities have particularly developed, especially the liner services via the St. Lawrence Seaway to the Great Lake ports of America.

Most of the main centres of the North West are now serviced by fast, electrified Inter-City rail services, and the region is astride the newly-electrified London-Glasgow trunk route.

The fact that the North West is at the centre of things and has such wonderful communications was one of the principal reasons why British Vita developed in this area. In addition to our headquarters we have seven factories in the area, all serving the UK and many international markets.

Many of our products are of low density but high volume and delivery costs are therefore of paramount importance. Indeed, the cost of delivering one of our products is now greater than the cost of manufacturing.

It was because of this that we developed Blue Dart, our own transport organisation which now carries goods for industry in general as well as ourselves.

Aerial view of the 500-acre £50 million Royal Seaforth Dock Complex, Liverpool, showing the container terminal, the specialist meat terminal and the grain terminal. The deepest draft vessels of their kind can be handled at these modern terminals.

The headquarters of Blue Dart are situated at Stakehill, Middleton, on one of the spurs leading to the M62, an ideal location from which to despatch a thousand loads per week to all destinations. We have found that the North West is an ideal location for servicing both the UK and the world.

We currently operate 31 units in 21 countries, so we take full advantage of the facilities at Manchester's international airport at Ringway, from which we can travel to almost any part of the world.

We also have good sea links; we in British Vita ship plant regularly to our many units throughout the world and the facilities afforded by the ports of Manchester and Liverpool enable us to do so speedily and effectively.

From a communication point of view we in the North West enjoy a service second to none.

Manchester's international airport is the second busiest in Britain and its latest £8.3 million extension enables it to cater for all types of Jumbo jet. It is Britain's first 'drive-in' airport, with vehicles able to park inside the terminal complex, and has a capacity of 5 million passengers a year.

Hans Renold came to the North West more than a 100 years ago because of the textile industry. The international company that now bears his name stayed and developed in the North West by choice. L. J. Tolley, chairman, Renold Ltd, speaks for his firm

The North West speaks for itself

Renold has deep roots in the North West

Hans Renold came to North West England from Switzerland in 1873 to work in the textile machinery industry. In 1879 he founded Hans Renold Ltd. for the purpose of making chains, and in 1880 he invented and patented the precision bush roller chain which became the basis for the prosperity and growth of the United Kingdom precision chain industry, and indeed that of precision chains throughout the world. The industry was led from the North West by Renold Chains Ltd. which was formed from the growth of the original Hans Renold company itself and by mergers with others. Its main base was at Didsbury in Manchester, and in 1954 the new headquarters for the world-wide organisation was built at Moss Nook, Wythenshawe, near the then fast-developing Manchester Airport.

Renold came to the North West because of the textile industry, but Renold Ltd has stayed and developed in the North West by choice. In the 1960s, Renold developed out of its original precision chain business and by expansion and merger became the world's largest specialised power transmission product organisation. Its product range now includes precision chains and associated products, worm gears and units, spur, helical, bevel gears and gear boxes, variable speed units, couplings, clutches, castings and forgings, machine tools and pharmaceutical equipment.

Today Renold has 17 factories in the United Kingdom, 12 of them, including the largest, in the North West and North of England. In the North West itself Renold employs approximately 5,000 people. In addition to all this growth, Renold has created substantial overseas activities in most industrial countries and today these overseas activities employ some 5,000 people. All overseas operations have the Wythenshawe Headquarters as their Group focus and work in close co-ordination with the North West factories. In 1969, Renold built on its headquarters site at Wythenshawe a Group Research and Development Centre which is the largest and most modern of its kind and which provides R and D services to the Group throughout the world.

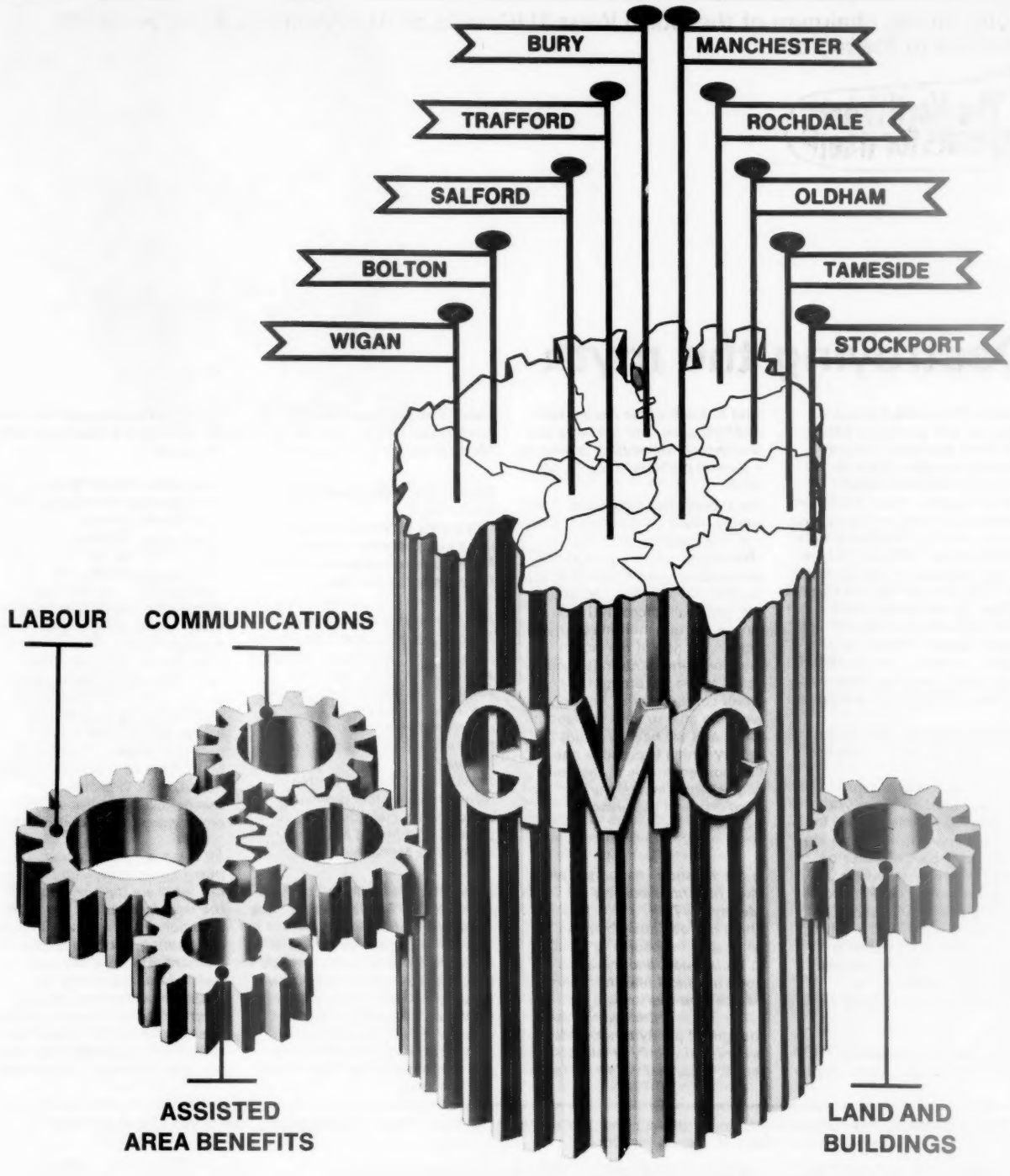
The North West is without doubt the real hub of the Renold Organisation. Throughout its long history Renold has never had need of London headquarters – it has always operated from Manchester. Today it benefits from the international communications systems of the North West with Manchester Airport on its doorstep, with Inter-City train services providing easy connections and with a network of motorways linking its factories and offices throughout the United Kingdom and providing quick access to the national ports for speedy despatch of its very substantial exports.

Since the days of Hans Renold, the company has always believed that business must be people-orientated. Joint consultation has operated in Renold establishments since 1919 and trades unions have been supported and encouraged since the very early days. Labour in the North West has always been production minded, highly skilled, or prepared to become skilled, and Renold over the years has provided great opportunity for such labour. The company's apprentice schemes have a national reputation and graduates have always been welcomed by Renold.

The environment of the North West has always been close to Renold's heart, not only through participation in regional and local affairs but by practical demonstration, by making its factories and offices attractive places, with trees and flowers and lawns for the enjoyment of its own employees and others in the community.

The success of a company like Renold in the North West spills over to others in the service and supply industries, and the investment policies of Renold which ensure that its manufacturing units are equipped with all that is modern and efficient make a continuing contribution to North West prosperity. The company's computer centre is also located in the North West, and from here it not only services other parts of the UK but some European activities as well.

Renold is well satisfied with its long association with the North West of England. The present is rather clouded with international economic problems but the future is bright. With our own offshore oil (in which the North West is playing important roles) Britain will have a prosperous tomorrow and Renold in the North West will most certainly continue to expand and grow and share in this prosperity.



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JOHN PEAK, Industrial Development Group, Greater Manchester Council, County Hall, Manchester M60 3HP
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Doug Farrar, chairman of the North West TUC, talks to Alan Williams about industrial relations in the region

The North West speaks for itself

Destroying the myth

Whether it's justified or not, I think you will agree that Merseyside has a reputation for poor industrial relations. How do you think this has come about?
Well, of course, I don't think that industrial relations on Merseyside are any worse or any better than anywhere else. For some reason or other, people use this as some sort of an excuse; we can point to firms on Merseyside who enjoy outstanding industrial labour relations, beyond any shadow of doubt. The quicker people stop knocking Merseyside, the better it will be for everybody.

Why is it then that Merseyside has a relatively high unemployment rate?
There undoubtedly is high unemployment on Merseyside, and in my view, this is how the bad image has arisen. There are certainly no more disputes on Merseyside than anywhere else, but unfortunately certain people have exploited the situation. Liverpool is news, and anything that happens in Liverpool is news. If similar things happen in Manchester or Burnley or Blackburn, no one bothers about it.

That's interesting because, outside the Region, many people tend to think of the North West as Merseyside, and therefore any problem on Merseyside is seen as a general problem in the North West.
Yes indeed. But, you know, it is largely based on ignorance. How can one possibly be critical of Merseyside, when you note the tremendous contribution that the dockers have made in accepting the new technology and techniques of containerisation, involving a reduction in the labour force of many thousands. And again, when we brought the motor car industry to Merseyside, we were able to train the labour force, and we have now got a factory which is possibly one of the most economic in the Ford empire, and definitely one of the most viable at the present moment.

Is the situation changing – are more new firms coming to Merseyside?
There has obviously been a reluctance for people to invest in Merseyside, and there is a good historical reason for this. At one time Merseyside, or Liverpool as it then was, was thought of purely as a dockland area, and it is only in relatively recent years that we've started to build factories there. We should have been building factories on Merseyside, 20 or 30 years ago.

So you think the situation is improving?
It will only continue to improve if we can get more investment in Merseyside and thus create new factories and new jobs.

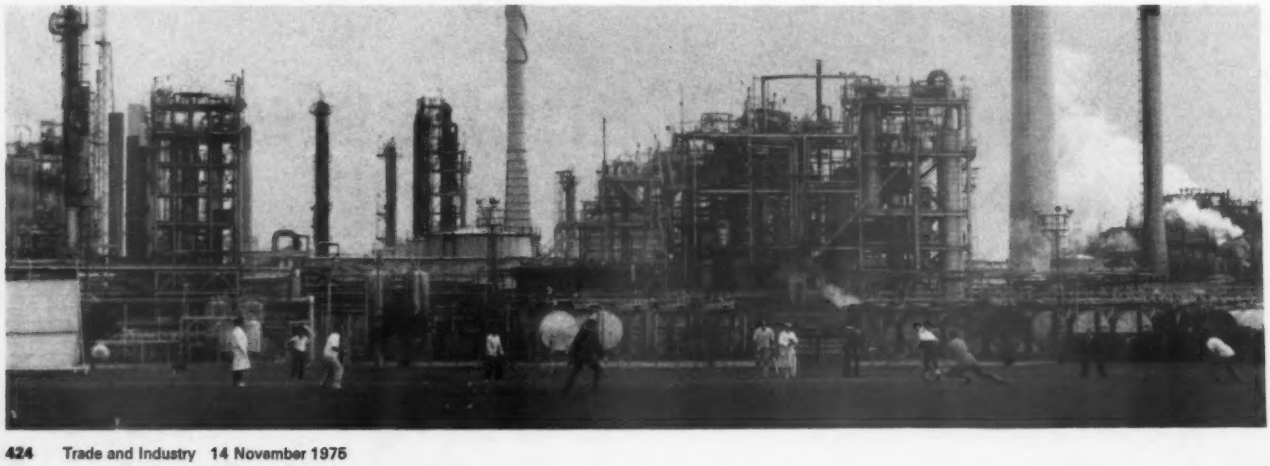
But Merseyside already enjoys Special Development Area status. Do you think that this is sufficient attraction for firms that have perhaps decided to come to the North West, but are as yet undecided where to go within the Region? Or are there other factors?
I don't think that the degree of incentive is the real problem; basically our main difficulty is persuading firms to bring new industry to Merseyside at all.

We've talked about the problems and potential of Merseyside. How about the rest of the region – how do industrial relations compare in the region as a whole?
Industrial relations in the North West as a whole are as good as anywhere else, and a lot better in some instances. When one comes to realise the difficulties and hardships of the North West and the unemployment we have, our industrial relations are really very good.

How about Manchester, which is basically both an industrial and a commercial centre?
Manchester, of course, is another story of change and its attendant problems. The Trafford Park area used to employ thousands of people in heavy engineering and electrical engineering not many years ago. Now its all been rationalised, there is factory space to spare, and we really need some new manufacturing industries to utlilise the factories for the purpose for which they were built. What you must remember is that, even in relatively prosperous Manchester, unemployment is still quite high.

So there is a pretty sizeable potential workforce on hand – but what are the special skills of the workforce in the North West?
Traditionally, it is based on heavy engineering, textiles and the coal industry. But in recent years we've done everything we possibly can to bring about a diversification of industry and in this we can claim to have been reasonably successful. Our people are quite willing to be retrained,

A relaxing game of cricket brings a rural touch to Shell Chemical's Carrington Plant. But in the background, this powerful unit of Britain's petrochemical industry works relentlessly all around the clock.



and in general we are happy to have any form of industry that we can persuade to come here.

Presumably you have centres for retraining?
Oh yes. But when you talk in terms of retraining, you must say retraining for what. There are a lot of people who talk about retraining as though it solves the problem. You've still got to find the people a job once you've trained them. I'm more inclined to the point of view that it doesn't take us long to train people once we've got a factory for them to work in!

So the answer is to bring factories rather than training centres?
Yes. If you want to soak up the mass of unemployed, show us a factory they can work in and we will soon find a suitable labour force!

At one time the North West was full of towns dominated by one large industry – usually textiles. Is this still true to any extent?
No. In recent years we have been able to diversify. Burnley, Nelson, Colne – all that area – was textile-dominated for years, but now we've got almost any industry you care to name in the area.

And have they, by and large, settled in quite well?
Oh yes, without any doubt.

Do you find that it's better to encourage local entrepreneurs, rather than bring in new firms from other parts of the country, or from abroad.
I think we've got to look at each individual case – and encourage those that give us the most jobs. We're not opposed to any particular group of people, provided that they're going to bring work!

When one takes a very broad look at the available labour force, does it cover a broad spectrum or are there particular pockets of talent?
Yes, we've got room for all sorts of employment. We want industry which will provide jobs for all our unemployed people – right from the menial tasks, or the least skilled jobs, right up to highly skilled management jobs. We want to absorb everybody!

What about school leavers, have you got a problem there?
Yes, particularly on Merseyside. In fact, it would appear from the latest information that we've got a second generation of unemployed on Merseyside. The fathers haven't been able to find work for years and now neither can the youngsters, and therefore we've now got many thousands of youngsters, some with good qualifications, with absolutely no openings to go to, unless they leave the area completely.

You make it sound very attractive in terms of finding staff! Why should I, as an employer, come to the North West as opposed to Yorkshire and Humberside, or Scotland?
What we're saying to you is that there is an unsurpassed availability of labour in the North West, including Merseyside, of the skill and quality which you require, in an area of great accessibility for an export industry, close to an airport and with possibly the best network of motorways in the country. We think it is an attractive proposition for any industry, whether their markets be at home or abroad.

Travelling around, one is very impressed by the compactness of the Region.
Yes, it's reasonably compact, but it's the facilities which are there – road, rail, air and sea communications – which ta kea lot of beating.

How often do you in the TUC meet the management of your local major employers – what sort of interface is there between yourselves and the employers?
I personally see them on a number of occasions as a result of my chairmanship of the North West TUC. I see them on the planning councils, development boards and things of that nature. But I would like to emphasise that we are always prepared to meet any employers who've got suggestions about bringing more work to the North West, whether from here or overseas. We are determined to do everything we can to destroy this myth of poor industrial relations, particularly on Merseyside.

Left: Victory House, adjacent to Piccadilly Station, is one of the latest prestige office blocks to be completed in Manchester. Right: Hornsea Pottery's new plant at Lancaster is on a site provided by the local authority.

The new Merseyside–

emerging now as a major European industrial expansion area

Things are changing fast on Merseyside. The area now contains a strong and varied cross section of national and international companies. Within the last 12 months go-ahead companies moving into the area have included the American based offshore supply company Cooper-Bessemer, Dubilier Electronics, and Tristeels.

Merseyside has also attracted in the same period the head offices of companies who have moved North to take advantage of lower rents and a plentiful supply of secretarial and clerical workers –these include the headquarters of Pioneer Insurance and the headquarters of Blue Star Shipping Lines.

Of the top twenty manufacturing companies in the U.K., no less than fifteen have plants on Merseyside.

The expansion programme planned by existing industry on Merseyside, apart from companies planning a move into the county, aggregates more than £50 million. Investment of this size obviously stimulates the need for component and service industries.

Why Merseyside?

The County now has Special Development Area Status and is exceptionally well placed for easy access to Britains newest Motorway network, and companies on Merseyside are now reaping the benefit. The implications of these facts are obvious, but this is only part of the full story.

Factory sites and warehouse accommodation at really competitive prices and low operating costs.

A range of fully serviced industrial sites, and new factory units, as well as older buildings is available for sale or lease, at prices considerably lower than those in the South of England (commercial property rents in Liverpool tend to be between 1/8th and 1/4 of London levels and many companies have moved from the South of England to Merseyside where they pay £1.00 per sq. ft. for premises as opposed to £8.00). The chart below will give an indication of the kind of accommodation available.

Main Industrial Sites (Serviced or partly Serviced)	**4-126 acre sites**	**£2,000-£2,500 per acre, per annum.**
Existing Factories/ New Buildings	Units of 2500 sq. ft. to 40,000 sq. ft.	80p-110p per sq. ft. per annum.
Modern Buildings	Units of 4000 sq. ft. to 30,000 sq. ft.	60p-80p per sq. ft. per annum.
Older Buildings	Units of 3300 sq. ft. to 26,000 sq. ft.	30p-60p per sq. ft. per annum.
Office Buildings	Units of 875 sq. ft. to 233,000 sq. ft.	£1.00-£2.50 per sq. ft. per annum.
Land zoned for Industry	Over 850 acres (Sites of 7 to 200 acres)	£2,000-£4,000 per acre, per annum.

A vast pool of skilled labour

Merseyside has the biggest reserve of skilled and un-skilled labour in England. For further information about labour relations on Mersey side and the experience of successful companies in the area, ask for a copy of "Effective Management" from the address below.

Increased Productivity.

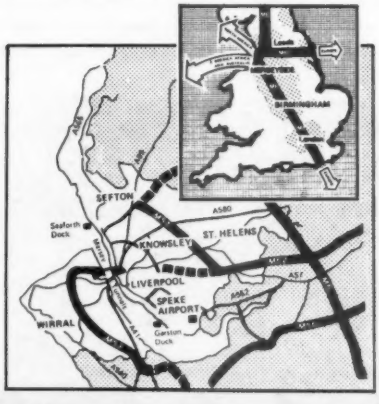
Distinct improvements in investment by a number of industries mainly in engineering and port related companies has improved productivity, and in some cases port productivity is up by 30%.

First class communication

–that means 60% of U.K. exporters are only a couple of hours away!

Merseyside has it all ways. The extensive motorway and rail network is linked directly to the port facilities.

The map shows the major industrial areas and their proximity to Merseyside.



No favouritism on Merseyside.

Diverse multi-nationals, medium and small firms stand side by side on all Merseyside's expanding industrial sites and each can expect to receive the same help and attention from our Industrial Development Office. We are well aware that they are inter-dependent, and that a buoyant industrial area needs the small component companies as much as it needs the multi-nationals.

How to get expansion moving.

Expansion in Merseyside makes good sense, so when you seriously consider such growth, Merseyside's Industrial Development Office has a comprehensive information service to enable companies to compile a complete dossier on industrial and factory sites, purpose-built to your requirements. MIDO will explain how you can get the maximum benefit from the range of financial incentives. The service includes information on the availability and location of housing, education and welfare facilities for company employees and their families.

Write to or telephone:-

James Gorie, Director of Commercial and Industrial Development, Merseyside County Council, 7th level Metropolitan House, Old Hall St, Liverpool L69 3EL.
Tel: 051-227 5234

or

The Director, Merseyside Development Office, 5, Chancery Lane, London WC2A 1LH.
Tel : 01-405 0488.

Merseyside
COUNTY COUNCIL

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Ralph E. Cross Jr., managing director, Cross International, an American industrialist, tells how a Merseyside location, Merseyside skills and good industrial relations are contributing to success in the UK

The North West speaks for itself

Merseyside proved the right choice

Our company, originally founded in 1898 in Detroit, supplies industry with specialised machine tools, metalcutting, automatic assembly and functional test machines.

In 1969, we decided to launch an operation in the UK and the choice of location was shortlisted to the assisted areas of Merseyside, South Wales, the North East and Clydeside.

After mature consideration, we decided to locate near Liverpool, which enjoys easy motorway communication with our customers in the car industry at Luton, Dunstable, Dagenham, Bedford and the Midlands. The airports of Manchester and Liverpool are within easy reach, and Liverpool has the advantage of being a major port.

Our factory is ultra-modern in style and features an air-conditioned, windowless environment with highly-mechanised plant and machinery. It was purpose built on the Knowsley Industrial Estate, and represents a total investment in the region of £2 million. Opened by the Prime Minister, Harold Wilson, on 24 March 1970, the new factory provides 5,350m² of manufacturing floor space and 2,280m² of office accommodation.

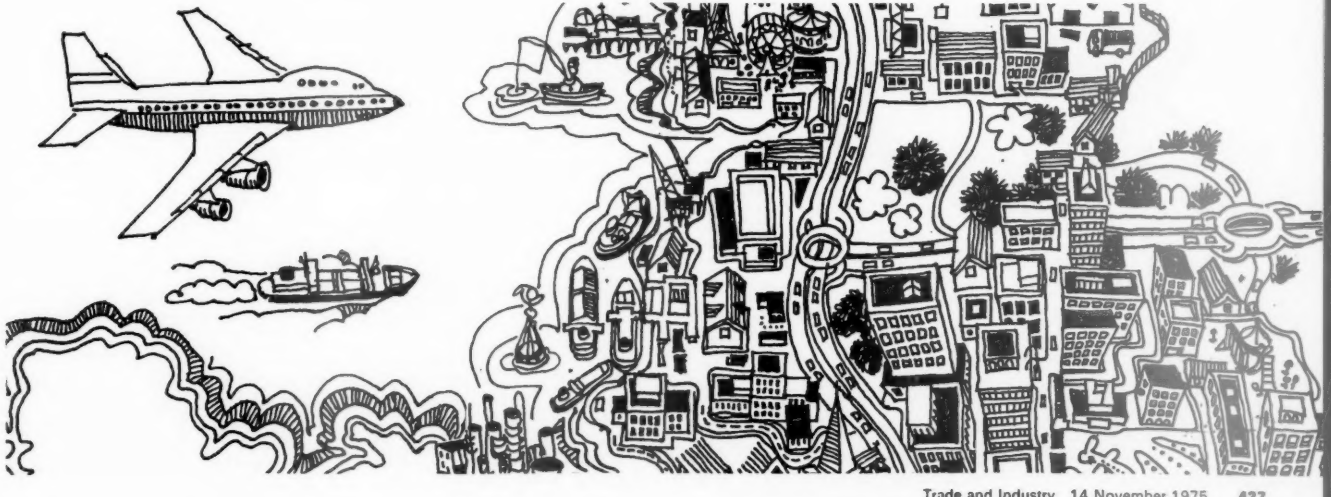
The workforce, now 250 strong, were practically all locally recruited. The complex range of products has placed a high demand on their skills, and because of their response we now have a hardworking, capable and contented team. To safeguard our future labour supply, we also operate an apprentice scheme. Conditions of employment favour near similar treatment for all employees – a factor that we feel contributes towards our good labour relations. We are proud of the fact that since starting here at Knowsley we have not lost a single day from industrial disputes. Undoubtedly, the quality of our labour has been one of the major factors contributing to our success on Merseyside.

Shortly after we began operations in the UK, the machine tool industry experienced one of the worst recessions it has ever known, forcing three of our competitors in the UK to close. During this time, however, Cross International established itself as a profitable, autonomous unit, with a turnover approaching £3 million. We feel that our development of the export market has been a key feature in this success – more than 80 per cent of our output is exported and we have satisfied customers in Russia, Poland, Germany, Italy, South Africa, Australia and South Korea. In 1974 we were awarded the Queen's Award to Industry for Export Achievement.

Our programme for the UK calls for continuous expansion. The factory was designed originally to facilitate enlargement to 1,350m² with the minimum of disruption. Last year we began the first phase of this expansion, and further expansion is planned in manufacturing and design capacity as soon as the economic situation brightens. Eventually we envisage employing over 500 people in the complex.

To summarise the reasons for our success, I would say that our reputation is built on the quality and reliability of our product – we do our utmost to maintain these features; on our technical expertise – we are the market leaders and people come to us when they need help in solving their production problems; on our attitude as a company – our capacity for flexibility and innovation helps us meet the demands of our changing market, and we have never been afraid to innovate; and finally, and equally as important, on the high quality of our labour. We recruit carefully, train to high standards and reward accordingly. The response of our employees has fully justified the company's initial faith in the Merseyside area, and we are sure they will benefit even more from future success.

To industrialists considering expansion, expecially those in the skilled industries, I would certainly recommend that they come to Merseyside.

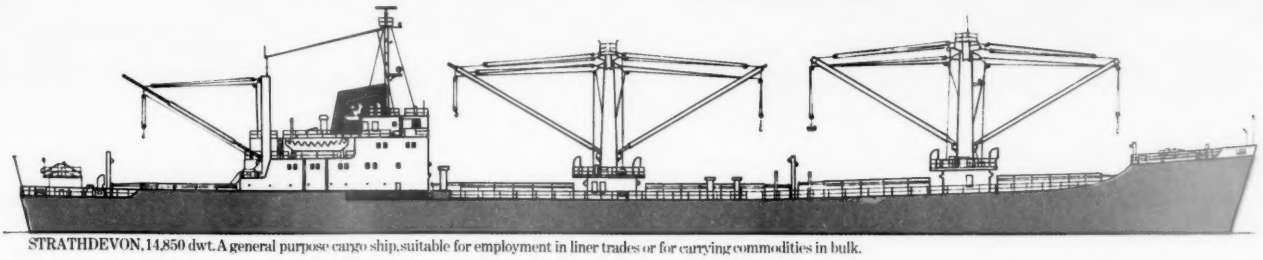


Introducing the Straths: servicing

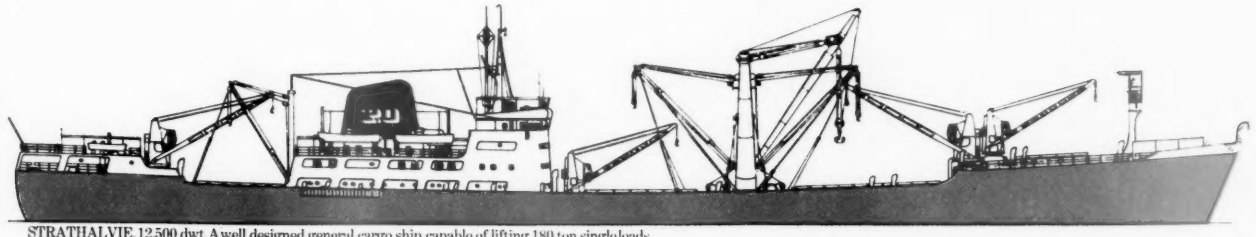
P&O have now renamed their General Cargo ships with names beginning with STRATH. All the Straths will be easily identifiable in their new and distinctive livery.

The world trade routes connecting the UK and Europe with ports in the Arabian/Iranian Gulf, Red Sea, India, Pakistan, Bangladesh, Sri Lanka, East Africa, Japan, Mediterranean ports, New Zealand and Australia will be served with a fleet of some 75 ships capable of handling break-bulk/unit loads, heavy lifts, machinery plant and

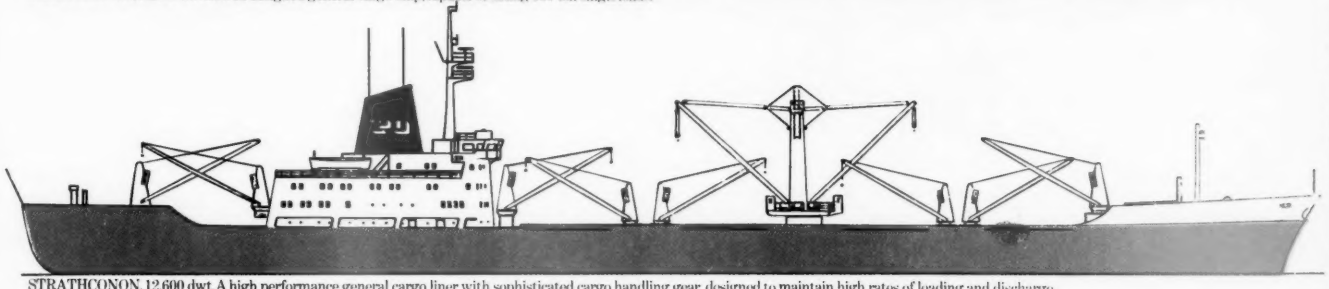
P&O



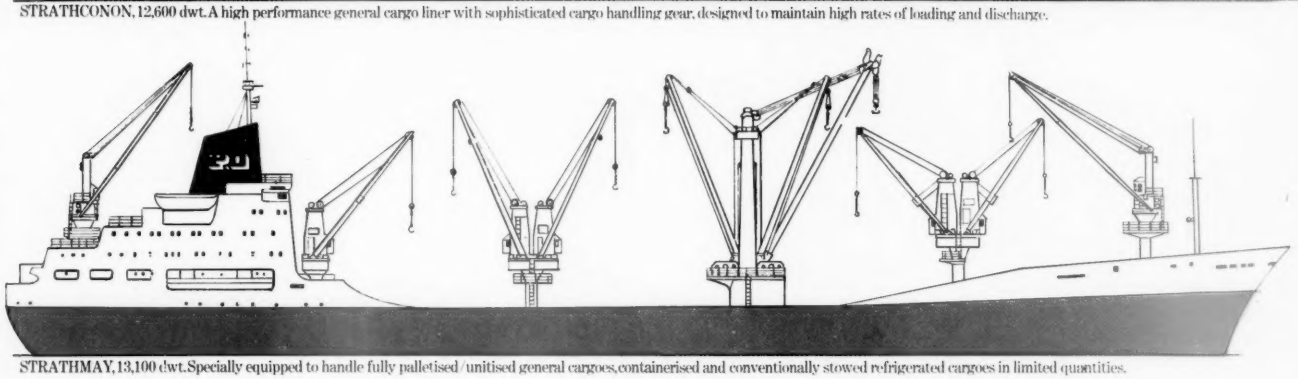
STRATHDEVON, 14,850 dwt. A general purpose cargo ship, suitable for employment in liner trades or for carrying commodities in bulk.



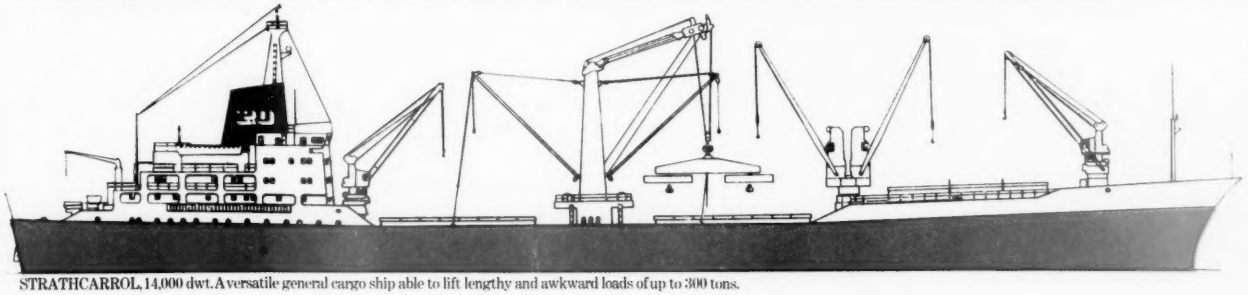
STRATHALVIE, 12,500 dwt. A well designed general cargo ship, capable of lifting 180 ton single loads.



STRATHCONON, 12,600 dwt. A high performance general cargo liner with sophisticated cargo handling gear, designed to maintain high rates of loading and discharge.



STRATHMAY, 13,100 dwt. Specially equipped to handle fully palletised/unitised general cargoes, containerised and conventionally stowed refrigerated cargoes in limited quantities.



STRATHCARROL, 14,000 dwt. A versatile general cargo ship able to lift lengthy and awkward loads of up to 300 tons.

international trade routes.

refrigerated cargoes.

In addition, a new Strath Service has just started from US East Coast ports to the Arabian/Iranian Gulf.

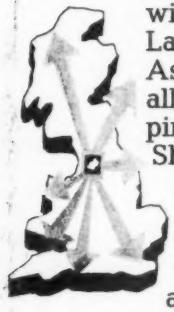
The accumulated experience and knowledge of cargo handling, ports and peoples of the world, gained over a century, is available to help you solve your shipping problems.

Details of the STRATH SERVICES can be obtained from: P&O General Cargo Division, Beaufort House, St Botolph Street, London EC3A 7DX. Phone: 01-283 8787

The Strath Services
Your Trading Partner

North East Lancashire Development Association could help keep your business in business . . .

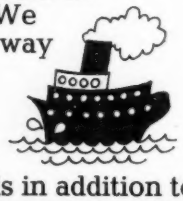
Nobody disputes it; these are difficult times. But it is possible to expand your present business or make a successful start in a new one . . . with a little help from friends. Have a word with the people at the North East Lancashire Development Association. They'll be your best allies in the situation. They'll pinpoint a prime site.



Show you where to find a ready pool of labour. Ensure that your communications . . . motorways, ports and airports . . . are wide open and within easy reach.

In, fact these new friends would do everything possible to keep your business in business, whatever its age or stage at present.

North East Lancashire is one of those areas which <u>isn't</u> complacent about its newcomers. We go out of our way to help them; pave the way, even point out the ideal places for your key workers and executives to live. All this in addition to the Government incentives, the 20% building grant, cash benefits and tax allowances.



Perhaps all this does sound like a lot of work and effort on our behalf.

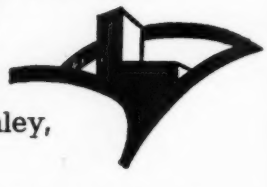
20%

But after all isn't that what what friends are for.

M62 M1 M6 M56

Have a word with Michael H. West, our Industrial Development Officer, at

NORTH EAST LANCASHIRE DEVELOPMENT ASSOCIATION



79-81 Church Street, Burnley, Lancashire BB11 2RS.
Telephone: 0282 37411.

MANCHESTER -THE MOTORWAY PORT

The North-West has the finest regional motorway network in the country—and the Port of Manchester's main facilities are all within easy reach of these arteries—which make us closer than you think! Also our own road transport fleet, operated by Bridgewater Transport Services, is ready to take cargo to all parts of the country. So—if you've got traffic problems why not talk to Norman Cowgill, Commercial Manager, or Harry Cooke, Docks Manager. Their number is 061-872 2411.

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SHIP CANAL HOUSE,
KING STREET,
MANCHESTER M2 4WX
TELEPHONE 061 872 2411
TELEX 66 9025

Midlands industrialist Eric Hurst, chairman and managing director of Lewis Woolf Griptight Ltd., says the nature of the people was the dominant factor that led his company to North-East Lancashire.

The North West speaks for itself

Why we chose Lancashire for our new factory

I was born in Lancashire. But neither that fact nor a deep and old affection for the superb countryside around Colne in themselves predisposed my choice of a site for our new factory. It was not so much my sentiment as my knowledge of that part of Lancashire and its people.

First, to see where Colne really is, look at the map twice. It isn't where I used to think it was when I was a young man. Not, at least, in terms of its relationship to other parts of Britain in time and centrality. Colne, when I was a lad, was at the end of the line. Beyond that stretched the grim stark moors and the lovelier parts of a country inhabited by the foreigners of Yorkshire. In fact it is virtually central to all but one of the major conurbations of Britain. Fast roads, and another to come shortly, have totally altered transport perspectives, and even London is no further than Paris from Brussels, Amsterdam and the next nearest metropolis.

From my own company's point of view, Colne is within striking distance of the western and eastern ports through which we export two-thirds of our product, and reasonably close to the M5/M6 artery that connects our four other factories.

Even so, let us get the thing in proportion ; internal freight is rarely more than a 5 per cent cost factor in the total product, and barely half of that if one compares the least and most advantageous sites on that basis. Far more important are the people without whom a factory is a shell.

Lancashire folk have a long industrial background, one of the nation's oldest. But they have something else too. It's not only a matter of skills but of the nature of the people themselves, tough but friendly ; strong in defence of their rights but fair-minded ; independent – by heavens, independent ! – but great co-operators. And Burnley, Colne, Nelson, Rawtenstall and Rochdale are just about as Lancashire as you can get. This doesn't mean that everything is perfect, but it does mean as good a labour-management relationship as you'll find anywhere and a pride in the job that does not need to take second place to anything you'll see in Europe.

One has to accept that the Government's regional policy played its part. Starting up a new factory can be a devilishly expensive operation during the first two years or so, and this is where Government grants help. But if the place and the people aren't essentially right in the long term, that grant becomes a huge delusion. It costs more than you receive.

We haven't solved all our problems yet, but as the weeks go by the original decision to choose Colne more and more justifies itself. Literally within a stones throw is a range of ancillary services and skills for which we have occasional need. We are gradually, as the Americans say, putting it together. The few key people we brought up from Birmingham have made good friends. They like being within easy motoring distance of the wide and wonderful variety of the hills and dales, the lakes, the coast, and, yes, Manchester, still the most sophisticated city in Britain outside the capitals of England and Scotland.

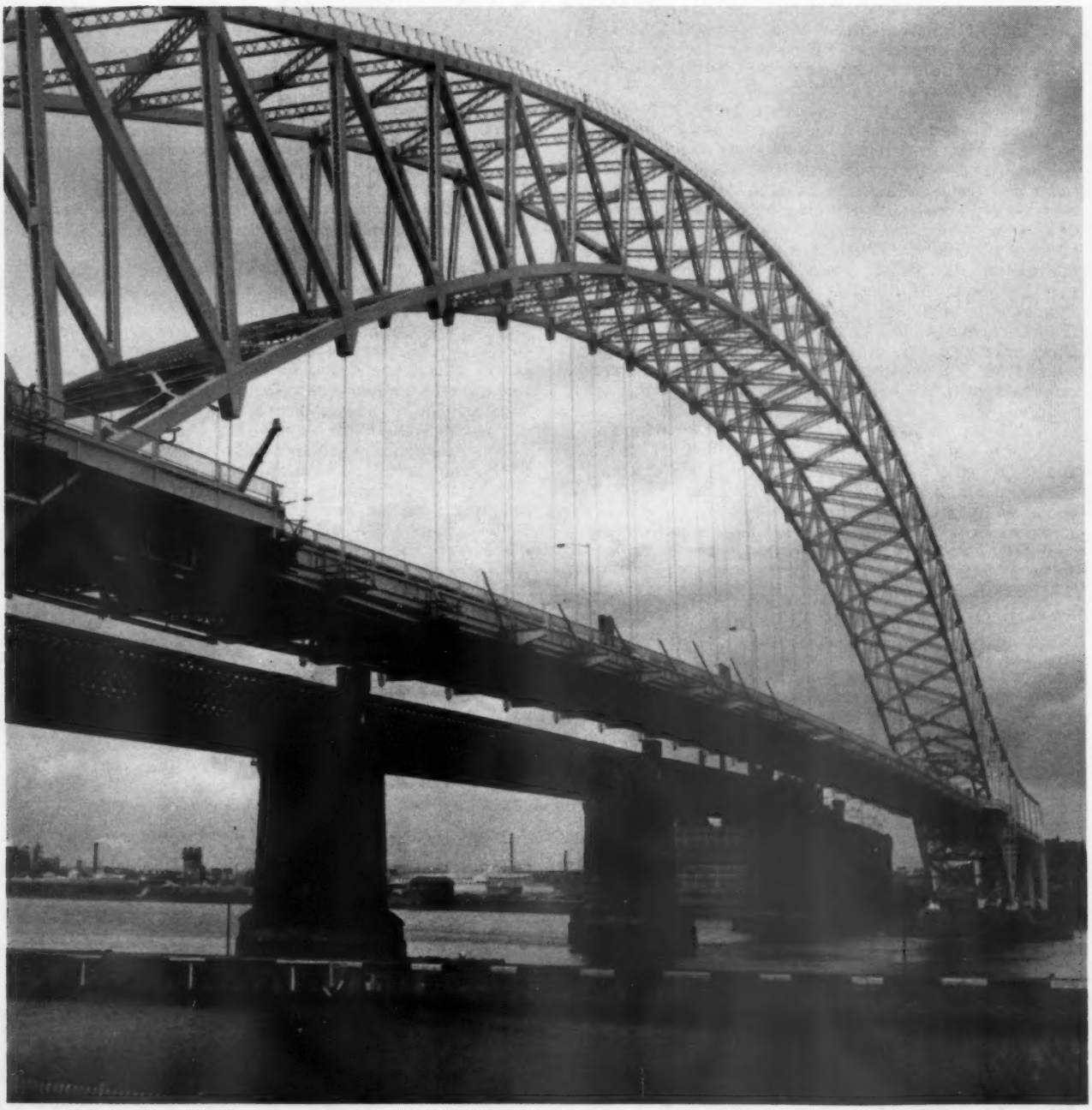
Colne was one of a few places we could have chosen for our new factory.

All in all we're glad we did.

One of Manchester Liners' containerships loads at Manchester's inland container terminal.

Its 1,082 ft span striding across the Mersey to connect Runcorn on the south bank with Widnes in the north, the Runcorn road bridge has vastly improved communications since it was opened in 1961. Alongside runs the century-old railway bridge, carrying the main Liverpool-London Inter-City line.

The North West speaks for itself



Left: Apart from being a major centre of research, the University of Manchester Institute of Science and Technology (UMIST) has many outstanding architectural features, including Renold Building, scene of many important international scientific conferences.

Right: The clean, clinical lines of Britain's National Computing Centre are particularly appropriate for the industry it serves. Based at Manchester, the recently completed building will be the first permanent home for the NCC, established by the Government to promote development of the computer industry and the use of computer techniques.

Lancaster University – one of Britain's new generation of universities – has a delightful setting in the countryside around the medieval county town, but, should it rain, there are convenient covered walkways to protect students from the occasional soaking as they move around the campus.

The North West speaks for itself

Advanced technologies in the North West:

ICL in the North West

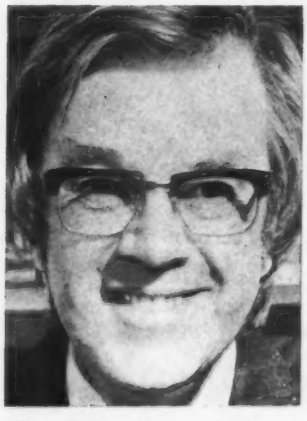
T. C. Hudson, chairman, International Computers (Holdings) Ltd.

In a fiercely competitive world market, International Computers Ltd., the company born of a remarkably successful series of mergers within the British computer industry, has an outstanding record for successful product innovation.
Its achievements in design automation and multilayer manufacturing technology were recognised in 1971 by the Queen's Award to Industry for technological innovation.
The company's two prime centres for computer engineering development are both located in the North West. Processor systems development is concentrated in Manchester whilst communications systems and peripherals are developed in Kidsgrove prior to overall systems proving in Manchester and Bracknell. There is also a large, modern production unit at Winsford in Cheshire.
ICL has remained in the forefront of technological progress which in the short space of 25 years has enabled the computing power of the early scientific computers containing more than 1,000 thermionic valves to be compressed into a silicon semiconductor circuit which occupies a space less than ¼ in square.
Dramatic though the advances in component technology have been, from thermionic valves through transistors to today's high performance integrated circuits, it was recognised that much of this potential could not be exploited without a corresponding development in the engineering of the interconnection paths between components.
ICL has pioneered the develop-

We chose Blackburn

S. Shorrocks, managing director, Shorrocks Security Systems Ltd.

A few years ago, when the Shorrock Board of Directors decided to expand, a modern factory was required for the design and assembly of a large number of advanced electronic sensors and alarm systems. Ours is a highly competitive market which calls for an immediate response to the customers' requirements, followed by a 24 hour after-sales service.
We chose Blackburn.
Blackburn is a town of more than 100,000 people that went through the recession of the 30s and emerged like steel from flame. It suffered and gained in the suffering. What it gained was a number of ethics – be thankful for small mercies ; never spend tuppence where a penny will do. They were thrifty and reliable and by and large they still are. People born in Blackburn tend to stay. Duty and loyalty may be outmoded elsewhere, but much of Blackburn still believes in both. It has erased old streets as swiftly and completely as if it were a child erasing the unwanted parts of a drawing. The new Blackburn sweeps and soars in concrete and glass, a tribute to the architect, the T-square, the spirit level. The one constant thing, and possibly the only one now, is the spirit of its people.
The vision that made this the biggest weaving town in the world ensured that when cotton largely died, it should become the biggest tufting machinery town in the world. Once there were 10,000 weavers to fill the trains to Blackpool, and they were decimated ; but in their place came girls who work with transistors, and industry of all kinds has proliferated, so that a manufacturer can usually buy what he wants locally. There are 4,500 engineers in the area now. People tend not to change their jobs. They never did. Labour troubles are remarkably few. The managements who invite dialogue find, more often than not, that they reap the reward of their workers' common sense. There is a desire to work, to get on, to be fair, to talk out trouble not sit it out.
So manufacturers discover labour that is skilled and reliable ; communications that are more than adequate ; and they discover, too, a will to help. If one wanted



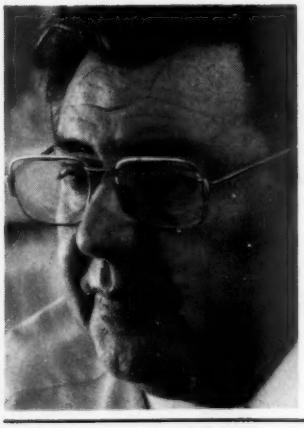
Ultra-advanced technology

C. R. Bates, AEI Scientific Apparatus Ltd.

Even a brief study of the history of the North-West will show that it has for many years figured prominently in the field of advanced technology. AEI Scientific Apparatus Ltd. has long been associated with advanced scientific development, ever since George Westinghouse chose Trafford Park for his major factory site in 1899.
Dr. A. P. M. Fleming set up his high-vacuum products department in 1917 and very high and ultra-high vacuum technology has been practiced and developed for internal and external sales in the electrical groups of British Westinghouse, Metropolitan Vickers, AEI and GEC, ever since.
The world's first commercial electron microscope was manufactured in the AEI Research Laboratories, and AEI has remained a world leader in this work ever since. From those early days electron microscopes have developed into very highly sophisticated instruments. The latest success is the sale to the Argonne National Laboratories in the USA of a 1.25 million V microscope at a price well exceeding $1 million. This giant microscope is the third sold to the USA and is the twelfth from the AEI works, and accounts for more than half of the world's sales for ultra-high electron microscopes.
These microscopes are of the transmission type – they use an electron beam instead of light beams, and these pass directly through a specimen. However, recent developments by AEI include a means of producing a

success stories from three companies

ment of complex multilayer printed circuits which provide the transmission line characteristics which enable signals to be transmitted at half the speed of light in the network of component interconnections.
The engineering design of a 1975 vintage processor such as the ICL 2970 or 2980 incorporates more than 10 million interrelated basic logical decisions. The problems of implementing such a complex design without error is analogous to that of conducting a 10,000 piece orchestra before a critical audience which is intolerant of one wrong note in the day's performance. Not surprisingly computer 'compositions' may occupy several hundred man-years of design, with a year or more to be spent in private 'rehearsals' before the first public performance!
It has been necessary for ICL to evolve sophisticated design management techniques. Fortunately, the necessary tools were ready to hand in the shape of earlier generation computers which now play a vital part in ICL's design automation system in helping to create the next generation of computer systems.
The North West is a natural choice for this major concentration of computer design expertise. Digital computer design was pioneered by Manchester University and fruitful collaboration between the University and ICL and its antecedents has continued through the last two and a half decades.



to import a key worker, likely as not the Town Hall would find the means to house him.
Once, the boss from Blackburn went no further than the Cotton Exchange in Manchester, garnering orders for his mill. Now the men of Blackburn are world wide. They are as likely to be in Bangkok as Birmingham.
So the town that was reborn discarded much. But it retained the best of what it had – the strength that came out of those hard times, the closeness man to man, the ethic of thrift, the belief in creative work and trust. Those are its greatest assets. They are precisely the ones least visible to the outsider as the new town heads, with confidence, and with its house in order, into the future.
When we chose Blackburn we certainly made the right decision. Blackburn Corporation assisted us in finding a good flat site with all services close by. Council officials worked quickly. Local architects, quantity surveyors and builders co-operated and within seven months from start to finish an ultra modern factory of 20,000 sq. ft was built.
Staff were recruited from the surrounding area and within weeks the workforce was fully operational. Professional design, good marketing, a dedicated workforce, high quality output and the keeping of delivery promises resulted in a second, larger factory being required within two years. This was completed in June 1975 and within a month was fully operational.
Thus, with an expansion rate running at 75 per cent per annum and sales both at home and abroad growing fast, we are now firming up our further expansion plans.
Our workforce already numbers 457 and is growing weekly.
We at Shorrock cannot speak too highly of the people of North East Lancashire.

three-dimensional tv picture of the specimen, with ultra-high clarity and magnification as well as giving a highly magnified picture of the structure inside the specimen.
The analysis by mass of unknown compounds is another speciality of AEI, where trace elements of one part in 1,000 million can routinely be detected. The unknown compound is converted to a gas by various means according to its structure and nature. This gas is ionised and accelerated past a magnet and the deflection is measured. This deflection is determined by the mass of the elements making up the compound which can then be analysed in very fine detail. A double beam version of this instrument was invented by AEI and is yet another example of the many 'world firsts' in the field of very high technology.
Many Queen's Awards for Technology, together with the coveted IR-100 Awards from the USA granted for the world's 100 best advances in research instrumentation have been won, particularly in recent years.
The North-West, with its pool of high technological expertise from its Universities of Manchester, UMIST, Salford and Liverpool, is particularly well situated for a Scientific Research instrumentation development company, and we at AEI are proud to be active in the area where high technology is not only historical but present-day fact.

LIVERPOOL is gallons nearer!

Its not only Merseysiders who use Liverpool because its their nearest deep-sea port.

Even Midland manufacturers are gallons nearer to Liverpool than other equivalent ports. Only Liverpool has direct motorway links to North, South and East.

Shipowners are praising Liverpool for its new high level of productivity and co-operation. Bring your cargo to Liverpool: the fuel you save will be a bonus.

Estimated consumption of diesel fuel to the port of Liverpool based on an average of 7 mpg.

Enquiries to the Marketing Department

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Mrs. Graham Day, Canadian-born wife of the managing director and deputy chairman of Cammell Laird, talks to Alan Williams

The North West speaks for itself

The Canadian wife who feels at home

Could I first ask you, Mrs. Day, what was your reaction when your husband first told you he was thinking of moving to the North West of England – what was your mental picture of Liverpool?
My mental picture, I think, was of a typical port city; having been brought up in Halifax and Dartmouth in Nova Scotia, I figured it would be very similar to Liverpool and Birkenhead.

And has it, in fact, now you've been here four years, come up to that expectation?
Yes, I would say it's quite close. It's more rural than Halifax and Dartmouth – in the Birkenhead area, definitely. Liverpool, I think, is like every other port city in the world – it's like home!

So you were pleasantly surprised to find it more rural than Halifax?
Yes, I think so. Basically, I'm a country girl, even though I was brought up in the city, so that appeals to me, but I think that if you're brought up in a port city, any other port city is home. There is a special brand of humour, you know, a sort of port city syndrome, and people who don't live in ports, just don't quite understand.

What about the Wirral, as opposed to Merseyside proper. The Wirral is a residential area, how does it compare with, say, Montreal?
It's hard to compare, but there are a lot of similarities. As you get off the island of Montreal, you're immediately into water, and here we have the Dee and the Mersey. I think it's more rural here though, it's easier to get into the country.

You haven't found yourself cramped for recreation?
On no. We do miss the summer swimming, which we took for granted, but outside of that no. Here you can go into Wales, or you can just drive out to the coast if you want to.

How about entertainment? Liverpool is well known for its entertainment, but how do you feel, over a broad spectrum, the entertainment compares with, say, Montreal?
I think you can do anything here that you can do in Montreal; you can find the same facilities, except that in Montreal most of the permanent theatre is French.

How about housing? You live in a very nice but very British home. How do you like it – I presume you looked at quite a few before you settled on this one?
Well we didn't actually! We had the agents send us brochures to Montreal and we sat down with our Scottish neighbours and they told us what we did and didn't want and as a result we chose this house.

Modern new homes of a high standard amidst pleasant surroundings are a feature of both Runcorn and Skelmersdale New Towns.

Do you think housing is comparable?
Yes, although I think the modern houses in Canada are a little more practical in design. I've seen some super modern houses here, of that there's no question, but they seem to have been designed by architects rather than the people who have to live in them!

How have your three children settled in over here?
Oh very well. They all have very Birkenhead accents!

They are all, I believe, in their 'teens. Presumably they go to local schools?
Yes, they all go to schools in Birkenhead.

Are you happy with the educational standards you have found in Britain?
Oh, extremely; that, I suppose, was the main single benefit that occurred to us when we knew we were coming, the education.

And have the children responded to it?
I think so. They have done reasonably well, and they seem to be enjoying it.

How do you find the social life in the North West compared with Canada?
Very good. As you know, we've lived in nine houses and I can quite easily say that in this one we have the best neighbours we've ever had.

That's a pretty good recommendation! Now, perhaps, we could move on to your domestic scene. How do you find shopping, for instance, both in Liverpool and locally?
I find it very good. I think there's the advantage of the small shops and small villages, because you have the personal touch, and you become friendly with the staff, rather than just walking in, getting your food and walking out again. It becomes almost a social occasion, especially for the older people. I think you get a better service too, you get a more personal, more individual service.

How about moving about to do the shopping and other things. We have some splendid motorways in the North West, but the centres of cities are perhaps a little more congested than in Canada.
I never take the car into Liverpool; I just go by train or I go over with somebody else, because it's not worth the hassle for parking, although parking is much better – I was over in Liverpool yesterday and one of the new car parks has just opened. But I think the real reason is that public transport here is probably among the best in the world – in comparison, Canada just doesn't have public transport!

If and when you go back to Canada, what are you going to miss?
The people, I think, basically. The people have been so friendly and so helpful; the schools have been really very understanding, especially when we first came, because it was difficult for the children, because they felt they were the odd men out. And then there are the trees! There's so much green all year. Although I love the snow, there's still something nice about everything being green.

You came, as it happened, to the North West, to Liverpool. Would you have rather gone to another part of the country?
No. I like it here in the North West. The people here are much more friendly.

Would you say then that, taken overall, you are happy with your move and that, given the time over again, you'd do it all again?
Oh, yes, definitely. I wouldn't have missed it for the world.

Left: This impressive new landmark on the skyline at Runcorn New Town is a group of batch-fermenting vessels at the recently opened Bass Charrington brewery, claimed to be the largest in Europe. Before deciding on a location for the new brewery, Bass Charrington carried out extensive research with the aid of a computer to find the best possible site for future production and distribution needs. Runcorn proved best because of its excellent position close to the main motorway and railway systems, proximity to two large ports at Liverpool and Manchester and the latter's international airport.

Right: The towering block of Manchester's new Arndale Centre, a huge complex of shopping and offices.

The North West speaks for itself

Australia is a big export market for Britain. But even though British companies did over £599 million worth of business there last year, there's still a lot of room for improvement.

The opportunities for British business to increase our share of this market forms the basis for Midland Bank's latest Spotlight report.

If you hope to be doing business over there, you ought to send for a copy.

Midland Bank International

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What you don't know can hurt you.

The North West speaks for itself

Facts at a glance

A region of major importance

		% of UK
Population	6.75 m.	12
Workforce	3.05 m.	12
Employment		
manufacturing	1.09 m.	14
services	1.59 m.	11
Manufacturing output		16

Liverpool is the second largest port in the UK and the largest deep sea export port. Manchester is the largest inland port in the UK. Their traffic taken together is exceeded only by London.

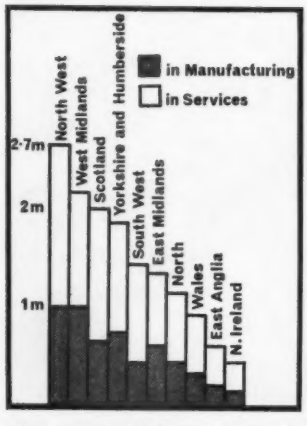
Manchester international airport is the second busiest airport in Britain.

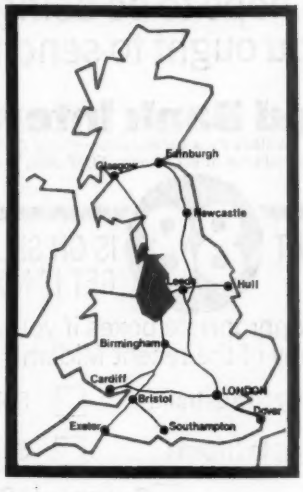
Companies already in North West

	No.	Work-force
Britain's top 200	145	570,000
North American	193	85,000
EEC	48	146,000
Elsewhere overseas	269	105,000

Of Britain's top 1,000 companies with headquarters outside London and the South East, 21% are located in the North West.

Regional employment outside London and the South-East





strategically situated in central Britain

Within 100 miles radius there are 19 million people
51% of UK manufacturing activity
60% of all metal, engineering and shipbuilding firms in UK
60% of all textile, leather and clothing manufacturers
46% of all food, drink and tobacco firms
44% of all chemical and allied industries
36% of all paper and printing industries

hours

	From Liverpool		From Manchester	
	Road	Rail	Road	Rail
Birmingham	1¾	1¾	1½	1¼
Bristol	3½	4½	3½	4
Cardiff	3½	4½	3½	4
Glasgow	4½	4	4½	3½
Hull	2½	3	1¾	2½
London	4	2½	3¾	2½
Newcastle	3	3¾	2½	3
Sheffield	1¾	2	1	1

The region is astride the intersection of the main north-south and east-west motorways, M6 and M62.

Main electrified rail route between London and Scotland runs through the region.

with a diversified economy

Manufacturing

	Em-ployees	% of UK
Food, drink, tobacco	114,000	15
Chemicals	97,000	22
Mechanical engineering	125,000	13
Electrical engineering	107,000	13
Vehicles	122,000	15
Other metal goods	54,000	9
Textiles	133,000	23
Clothing and footwear	70,000	17
Bricks, pottery, glass	41,000	14
Timber and furniture	36,000	13
Paper, printing, publishing	79,000	14

Services

	Em-ployees	% of UK
Insurance, banking, business, legal	153,000	10
Distribution	327,000	12
Transport and communications	180,000	12
Public utilities	38,000	11
Education and health	330,000	11
Miscellaneous services	237,000	11
Government (national and local)	167,000	11
Construction	145,000	11

a workforce of many skills

30·5%	Skilled manual
22·8	Semi-skilled manual
9·6	Unskilled manual
10·5	Employers,managers,professional
26·6	Non-manual

and higher education for industry

Undergraduate population

Universities	Manchester	8,700
	Liverpool	6,700
	Salford	3,800
	UMIST	3,500
	Lancaster	2,800
Polytechnics	Manchester	7,600
	Liverpool	6,500
	Preston	2,700

Annual output of university graduates

	Sci-ence	Engineer-ing	Busi-ness
North West	1,700	1,200	1,250
Oxford	600	100	600
Cam-bridge	500	300	600
London	2,000	750	1,150

Apart from Universities and polytechnics, there are also 77 establishments for higher education in the North West including colleges of technology, technical colleges, and colleges of further education.

Communications that shrink the world

Direct access to world trade routes through regional ports

Via Liverpool	to North and South America, Middle East, West Africa
Via Manchester	to North and South America, EEC, Scandinavia

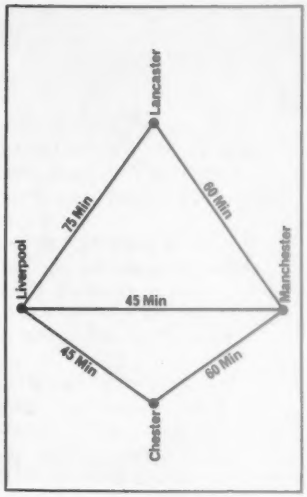
Fast rail and road links to other major ports in Britain, including daily 75 mph Freightliner services from Manchester and Liverpool.

Regular direct flights to major cities from Manchester airport

	M	T	W	Th	F	S	S
Amsterdam*	•	•	•	•	•	•	•
Berlin	•	•	•	•	•	•	•
Brussels*	•	•	•	•	•		•
Copenhagen*	•	•	•	•	•	•	
Dublin	•	•	•	•	•	•	
Frankfurt*	•	•	•	•	•	•	•
Geneva		•				•	
Milan*	•	•		•		•	
Montreal	•	•	•	•	•	•	•
Munich	•		•		•		
New York*	•	•	•	•	•	•	•
Paris	•	•	•	•	•	•	•
Rome*							•
Toronto	•	•	•	•	•	•	•
Zurich*	•	•	•	•	•	•	•

* Regular freight services

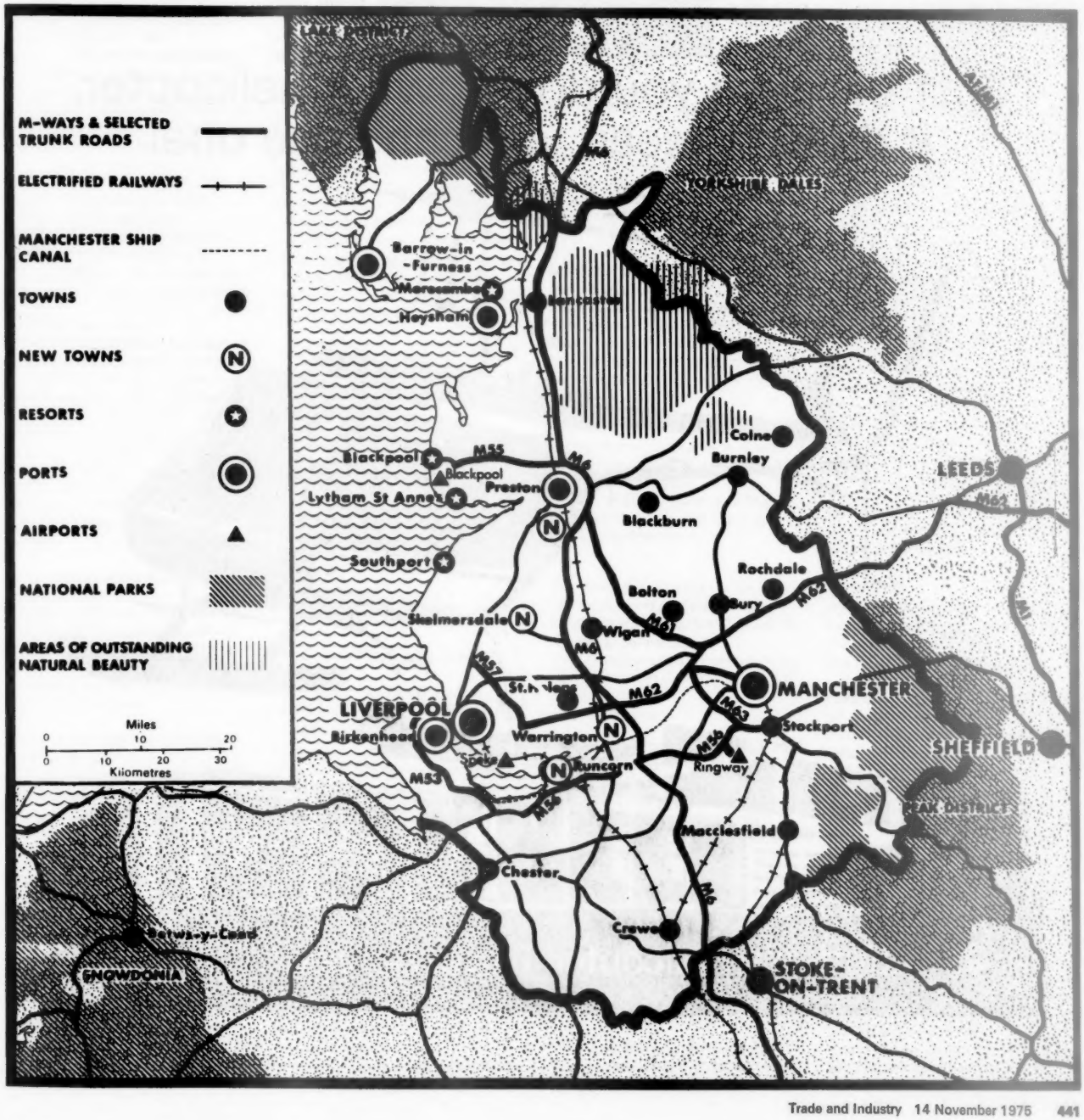
Typical travelling time by road



A compact region

Area 2,900 square miles – 3 per cent of UK

There are 215 miles of motorway in use in the North West – 22 per cent of all trunk motorway in England. A further 60 miles are under construction.



If you're going to do business in Britain outside the North West, our executive helicopter service could save you a lot of time, trouble –and money.

With escalating rail fares and the ever-increasing cost of motoring, not to mention the new speed restrictions, getting from point A to point B by helicopter makes a lot of sense.

We look after everything for you. We provide the 4 passenger Jet Ranger, the fully-qualified flying crew and the service staff.

That leaves you free to enjoy your travelling without fatigue. You can relax, catch up on work or plan your next meeting in luxurious comfort, cruising at around 100 mph.

You'll be free too of the more usual delays in travelling, because we can literally drop you on your doorstep. So you'll arrive better prepared mentally and physically to do business.

And, here's the bit your Company accountant will like, you only pay for the time you're actually in the air. We don't charge for waiting time, even if we have to wait all day.

What's more, we'll give you a free demonstration of just how well our service works. All you have to do to arrange a visit to us is ring Marshalls Cross (0744) 811611.

Then we can really get you off to a flying start.

Just because you don't own a helicopter, it doesn't mean you can't use one!

Sutton's Helicopter Travel Service,

Sutton's Helicopters Ltd., Elton Head Road, St. Helens, Lancs. Telephone Marshalls Cross (0744) 811611 American Express Cards Welcome

Mrs. Rosemary Stock, a bit apprehensive about moving to the North West, finds she likes the place – and the people. Mrs. Pauline Humphrey asks the questions

The North West speaks for itself

From South East to North West – and satisfied

Tell me, what sort of ideas did you have about the North-West before you actually came here?
To be honest, we thought it was industrialised, grime and dirt and all that; not very nice at all. But when we came up here we thought it was quite pleasant, very nice. Not a bit what had imagined.

When you first heard that your husband was having to move, what was your reaction?
I suppose we worried whether we would settle down and make friends, what the people would be like, whether they would talk to us.

What happened next?
We spent two or three days just looking around, going in the local shops. We spent quite a time just looking around, getting the feel of the place, going into estate agents, comparing the houses and the shops. Then the next time we came up, having narrowed our field to where we wanted to live, we concentrated on the estate agents, finding out more about houses.

How did you come to choose this particular area?
We drew a circle on the map five miles round my husband's office and another at ten miles. Then we looked at all the places in the area, narrowing the field until we found the house we liked.

How many miles from his office are you, in fact?
About seven, but you can be there in 15 minutes.

How does that compare with the time your husband spent commuting before?
There's no comparison, really. Before, he had to get a train in the rush hour, jammed like a sardine in the train, and it would take him over an hour to get up to London – and it was a mile walk to the station. Now and again I would take him in the car, but it was so congested that you couldn't get near the station, so you'd probably miss the train anyway! No, there's no comparison. He's not so tired now, and certainly less irritable. The children say 'We've got a daddy now, not a heap in the chair at week-ends'.

Did you have any problems with schooling for the children?
Well, of course, they had to change schools. The eldest – he's 11 – settled in well, because the teacher he has at this school realised he was nervous so she took him under her wing and that helped him enormously. His younger brother – he's nine – is the type that rushes around, so nobody thinks he's nervous, but in fact he took quite a time to settle down.

Did you have a choice of schools?
No, just the one school really, but it's only five minutes walk away.

It's very quiet around here. Now that your husband takes the car to the office, how do you get around?
We had to buy a second car, because there are hardly any buses, although there's an hourly train service to both Manchester and Crewe.

How near is the station?
Only about 10 minutes away.

And how close are the nearest shops?
The village is about the same distance – 10 or 15 minutes walk away.

Are all the shops you want there?
There's enough to do your ordinary everyday shopping.

For anything outside your immediate requirements, like household shopping, you go where?
A lot of people go to Sandbach Market, which is about four or five miles away, or we go to Crewe or Manchester.

How does the availability of things compare with when you were living in Orpington?
You could usually get most things in either Orpington or Bromley, shopping was easier there. But we were in the suburbs then – now we're more in the country.

How do you find the service in the shops compares with down in the South-East?
Up here they're very, very friendly, they just want to help you the whole time. It's only in the supermarket that you can go in, do your shopping and get out quickly. The rest of the shops, if you can't find what you want the manager is there and says, 'Can I help you, what can't you find' and if he hasn't got it there are great apologies and 'I will make sure we have it for next week, or if you want it urgently, I'll get it for you straight away'.

The overall impression is of a place where there is more space, a less dense population – this makes a difference I imagine.
I think it must do, yes. Certainly people talk to you and seem to want to be friendly.

Can we talk now about leisure interests, sport and games, non-work activities. Can you find all the facilities you want?
Yes, I think we can. There's tennis, squash, almost everything you can think of.

Do you now feel that you've got all the friends you would like – a similar set-up to Orpington?
Yes, I find I've got friends all around, whereas in Orpington some often lived a little distance away, and we hadn't got so many young people around us. Round here there are more people of our own age group.

What do you feel about the friends and relatives you've left in the South-East. Do you feel cut off, that there's a barrier you have to cross?
Not at all. We just get in the car and go down there, it doesn't take very long at all.

Let's go on to housing. Was there any difficulty in finding a suitable house? Was it difficult, did you have to search around a lot?
No, once we'd decided on the area, we didn't have to search about. The estate agents were very good, they helped us a lot, told us where to go and where not to go.

Did you find that you could get more for the same money here, a larger, better house because of the differing price level?
Definitely. We sold the house down in Orpington for only a little less than we bought this house, and yet this is much bigger, a four bedroomed detached house, whereas the other was a three bedroomed semi, just a very ordinary sort of house. When I show this house to friends and neighbours from down in the South East they think we've spent £30,000 or £40,000, and when I tell them it only cost us £17,500 they can't believe it, because down South you wouldn't get anything like it for the money.

If you had to move again, away from the North West, what sort of things would you miss?
The fields. The children can just go off into the fields across the road, and play quite happily. The whole area is so friendly, and there is such variety. We can go to the canals at the week-end, or you can go into the Peak district or the Yorkshire Dales, we can get around, there's not much traffic. We really like that.

Do you feel that because people are so helpful and friendly you have been able to settle in quicker?
Yes. I never thought about it until we went down South after we'd been here for six months and I was talking to a friend who asked if we knew anybody yet. By the time we'd been here about a month, I found I knew quite a lot of people. We appreciate the quiet of the country after surburbia.

What could your company get out of Central Lancashire?

If a company is to succeed in today's economic climate, it has to deliver the goods – on time, at competitive rates, and preferably before anyone else.

That's why anybody in the manufacturing or distributive industries should be seriously thinking about establishing a base in the new town of Central Lancashire.

Because from here, you hold the keys to the markets of Britain, Europe, and indeed the world.

Here today, Bonn tomorrow.

On a cold December morning in 1958, history was made with the opening of Britain's first stretch of motorway – the Preston by-pass.

It was the start of a motorway system that eventually covered the whole of the country. Today the area's communications would make any Transport Manager envious. The M6, M61 and M62 put the ports of Liverpool and Manchester an hour or so away, and Hull perhaps three.

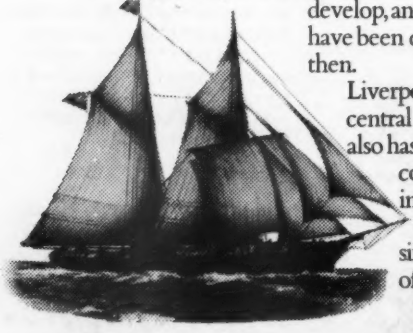
And along these time-shrinking motorways you have direct access to every major market in Britain.

Sea you soon.

You won't exactly be in the doldrums if you import or export by sea either.

Within the area is the port of Preston, operating a roll-on/roll-off service, and with its own links to the national rail system.

The area's early involvement in the cotton trade helped the ports of Manchester and Liverpool to develop, and our connections have been closely linked since then.



Liverpool is Britain's most central deep sea port and it also has the most modern container facilities in the country.

Manchester ranks sixth largest in terms of tonnage, and with the introduction of a container shuffle service, has halved the old return journey time to North America.

Fast training.

A company moving bulk loads by rail, will find the 75 m.p.h. Freightliner trains right up their street.

They operate a door-to-door service, and from their nearby Manchester terminal, you can reach most major cities and ports in Britain.

FREIGHTLINER TABLE		
Depart Manchester	Destination	Arrive
01.58hrs	Stratford	06.57hrs
20.13hrs	Wilsden	00.10hrs
03.28hrs	Tilbury (for London Docks)	10.43hrs
04.02hrs	Southampton	11.36hrs
11.30hrs	Holyhead	16.07hrs
18.43hrs	Cardiff/Swansea	23.20hrs
19.35hrs	Harwich/Felixstowe	03.05hrs
21.40hrs	Bristol	06.20hrs

If you have a business meeting in London or Glasgow, it won't take all day to get there. With the electrification of the through-line in 1974, journey times have been cut by nearly a third.

Step aboard one of the frequent Inter-City services at Preston and you can be in either city in around two and a half hours.

A flying start.

Your products can be at Manchester International Airport by motorway within the hour. Although much smaller than Heathrow in terms of freight handled, it nevertheless is the third largest in the country, with more than forty freight agents based there.

Scheduled passenger services provide direct flights to sixteen European cities and there are daily flights to New York and Montreal.

And nearby are the airports at Liverpool and Blackpool operating regular domestic passenger and cargo flights.

It will pay to move now.

Central Lancashire enjoys Intermediate Area status. So many companies can qualify for a variety of worthwhile grants. And as there are modern offices, factories and warehouses readily available, there's no need to divert vital capital from essential stocks and plant.

Of course you'd like to know more about Central Lancashire.

'Phone or write to our Commercial Director, Bill McNab.

Central Lancashire

The foundation for your future.

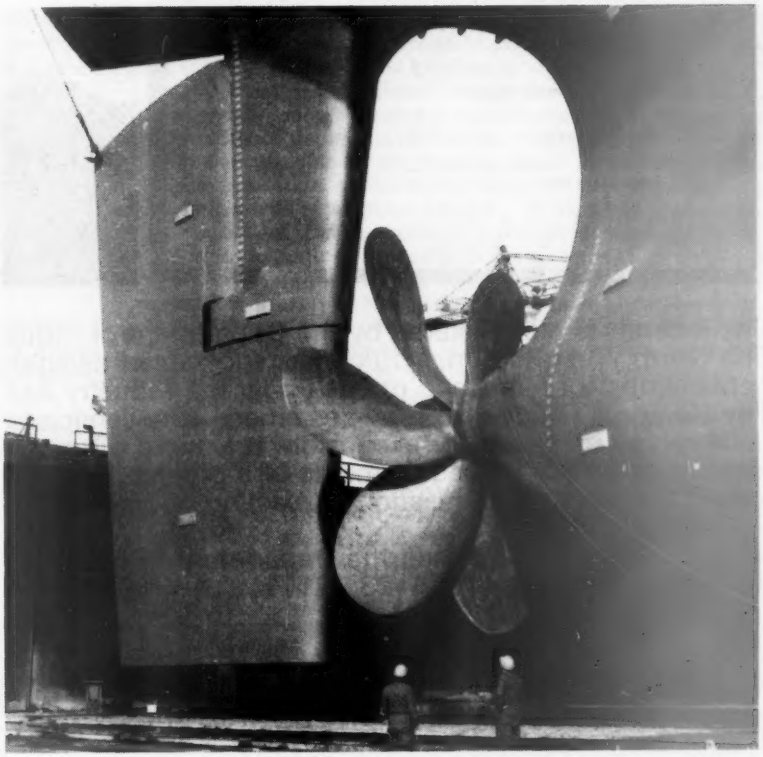
CENTRAL LANCASHIRE DEVELOPMENT CORPORATION, CUERDEN PAVILION, BAMBER BRIDGE, PRESTON PR5 6AZ. TEL: 0772 38211.

Left: A tablet making machine at the Macclesfield works of the ICI Pharmaceuticals Division, Alderley Park, Macclesfield.

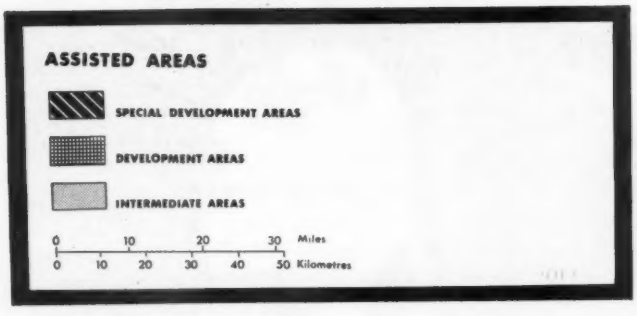
Right: Installed on the 380,000 tonne dwt Europa Class tanker *Ioannis Colocotronis*, the largest propeller in the world went to sea at the launching of the vessel at Bremen, West Germany. The six-bladed fixed pitch propeller, cast in Nikalium by the Stone Manganese Marine, at Birkenhead.

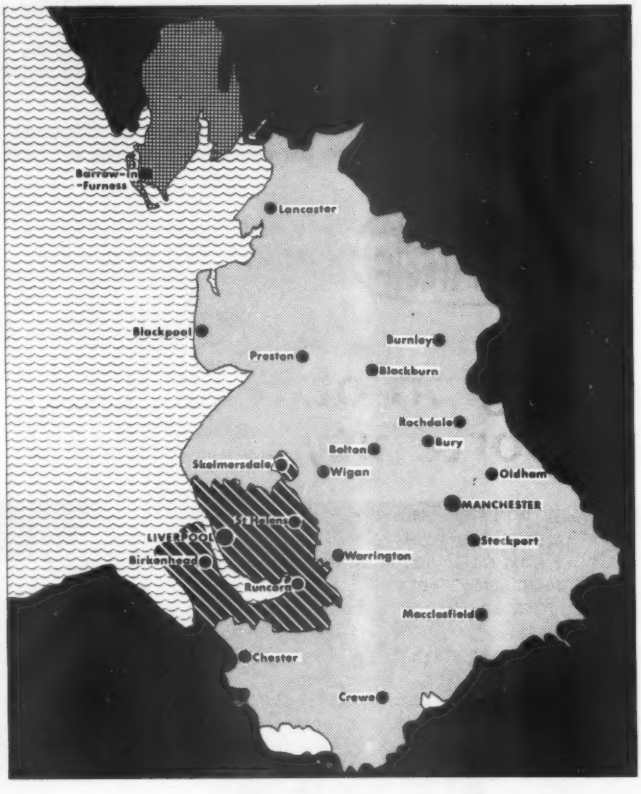
Produced on Merseyside at Rover Triumph's Speke plant, the TR7 sports car has proved an export winner. Here a batch of the sleek new cars await shipment to America from Liverpool's Seaforth Dock roll-on/roll-off terminal.

The North West speaks for itself



Government incentives for industry in the North West





The incentives administered by the Department of Industry are outlined in the table below. The North West Regional Office has substantial delegated authority for dealing with applications for loans and grants under the Industry Act.

The Regional Office also provides an advisory service to help industrialists find the most favourable conditions for expansion. It aims to offer as wide a choice as possible of suitable locations to meet the requirements of a project. It can also advise on the help available for extension or modernisation of existing operations. These services are free and confidential.

For full information consult the Department of Industry, Sunley Building, Piccadilly Plaza, Manchester M1 4BA (061-236 2171).

Incentive	Merseyside Special Development Area†	Furness Development Area†	North West Intermediate Area
Regional Development Grants* on new buildings and works	22%	20%	20%
Regional Development Grants* on new machinery and plant	22%	20%	Nil
Loans	On favourable terms for general capital purposes for projects which provide sufficient additional employment; on non-preferential terms for other projects that maintain or safeguard employment if the finance required cannot reasonably be obtained from commercial sources.		
Interest Relief Grants	As an alternative to loans on favourable terms, grants towards the interest costs of finance provided from non-public sources for projects which provide additional employment.		
Removal Grants	Grants of up to 80 per cent of certain costs incurred in moving an undertaking into an Assisted Area.		
Service Industry Removal Grants	For offices, research and development units, and other service industry undertakings moving into the Assisted Areas, a fixed grant of £800 for each employee moving with his work, up to a 50 per cent limit, and a grant to cover the cost of approved rent of premises in the new location for up to five years in the Special Development or Development Area and up to three years in the Intermediate Area.		
Government factories for rent or sale	Two-year rent-free period for certain new industries		—

* Regional Development Grants are not treated as reducing the capital expenditure in computing tax allowances.
† In the Development Areas a Regional Employment Premium is payable to manufacturers for each employee.

Arthur Ward, Regional Industrial Director

The North West speaks for itself

A region of opportunity

When the Editor of *Trade and Industry* discussed this North West feature with Noel Belam and me, we took a view that the best way to present a feature on the Region would be to let the people who live and work here speak for themselves, leaving to us the relatively simple task of topping and tailing it. The contributors have done their job admirably and all that remains is for me to bring together their individual thoughts into a pen picture of the Region as a whole. We all believe that the region has a lot to offer and I make no excuse for taking a hard sales line on the opportunities which are here for the enterprising business to exploit.

The North West is a region of fundamental importance to Britain's economic future : at the centre of Britain geographically, strategically placed at the hub of a modern national and international communications network, and at the very heart of one of the largest industrial concentrations in the Western World.

It is an economically diversified region, no longer dependent on a small number of basic industries. We still have a strong textile industry, we still mine coal, but there is hardly any industry that you could name that does not have some stake, large or small, in the North West. Mechanical and electrical engineering, vehicles, food and drink, printing and publishing, and electronics, are particularly dominant. There is a good division, too, between manufacturing and service industries.

As the most important financial and business centre outside London, with first class professional and computer back-up services, the region is a natural choice for a company requiring a headquarters in an area without the constraints suffered in the crowded South-East. Many leading companies have always had their headquarters here, others have moved in to join them, there is room for more.

It is a compact region, but that does not mean it is over-crowded. There is considerable scope for growth – indeed growth is essential to exploit fully the potential of all the vast human and physical resources available. We encourage expansion from firms within the region, from firms seeking relief from the onerous pressures of the Midlands and the South East, from overseas firms looking for bases in the UK or the European Common Market. We can absorb them all without distorting the balance of the regional economy.

Over the last decade growth industries have moved in and prospered – cars, electronics, petrochemicals, computers. The range of traditional craft skills make the region eminently suitable for engineering-based industries. Since higher education is oriented to technology, science-based and advanced technology projects will also find themselves at home here. The outstanding transport facilities are ready made for exporting, consumer and distributive industries.

It is also a complex region, not without its legacy of problems caused by the forces of economic change which have affected many older industrial areas in advanced countries. This means there is no simple solution that can be applied to the whole area, a fact which is reflected in Government regional policy as it is applied here. Each country, each sub-area has its own native strengths which we seek to exploit and its own particular weaknesses that we are helping to correct. It is a region of interesting contrasts – in industry, in geographical features, in its people. You come across parts of old urban environment that remind you that this area was the cradle of the industrial revolution : turn your head and a modern structure forcefully symbolises the new revolution that is taking place all around. There are very attractive urban and rural areas where there is neither sight nor sound of the industrial legacy of the region.

Above all it is a region of existing opportunities. It is in good heart despite the temporary economic gloom. Throughout the region there is a large and growing manufacturing commitment to supplying the burgeoning offshore industry. Industrialists with an eye to the future will readily find here an intelligent and skilled workforce and the sites and suppliers they need to launch and expand a successful enterprise. They will perhaps find them a little quicker if they ask us to help.

So why not come where the action is ?

Now there are two Queen's Awards.

The Queen's Award to Industry Scheme has been reviewed and in future there will be two separate Awards entitled:

"The Queen's Award for Export Achievement" and

"The Queen's Award for Technological Achievement."

The first of the new style Awards will be made in 1976 and the lists of Award winners will be announced on the Queen's personal birthday, 21st April.

General arrangements and selection procedures remain basically the same as before but eligibility for the Export Award has been extended to certain classes of indirect exporting and to export agents.

For full details about eligibility and for application forms get in touch with The Secretary, The Queen's Awards Office, 1 Victoria Street, London SW1H 0ET, Telephone number 01-222 2277, telex 27366.

Any industrial unit based in the United Kingdom, Channel Islands or Isle of Man, producing goods or providing services, may apply irrespective of size.

Please send in your application as soon as possible.

The closing date for the 1976 Awards is 30 November 1975.

Publications

Parliaments Across Frontiers: a short history of the Inter-Parliamentary Union, by James Douglas. (104 pages. HMSO. 1975. £2.50. ISBN 0 11 700554 1.) This book has been published to celebrate the 62nd annual conference of the Inter-Parliamentary Union held in London this year. The author was the Assistant Secretary General of the Union from 1960 until 1970 and his thesis elaborates the faith of the founders 'that by personal contact and friendship between members of all Parliaments, we can secure the firm establishment and development of democratic institutions and the advancement of the work of international peace and co-operation among all nations'. He traces the changes that have taken place from its beginnings in 1889, when the IPU's main objective was international arbitration, to the present day, when both the organisation and its functions have come to reflect the complex and rapidly evolving international parliamentary scene. He demonstrates how events such as the two world wars and the rise of ideological politics shaped the efforts and influence of the IPU in promoting the ideals of parliamentary government. The 1889 meeting had representatives from nine countries; by 1975 this number had increased to 74 country groups. The author also mentions the setting up of the International Centre for Parliamentary Documentation which has now become the main source in its field. This study concludes with a useful bibliography.

The Responsible Multinational Enterprise. (76 pages. Foundation for Business Responsibilities, Room 18, 11 Portland House, Stag Place, London SW1E 5BJ. 1975. £1.25.) In this brief study, the author discusses the need for a constructive reappraisal of the function of multinational enterprise in the world economy. First, he surveys the ground: the questioning of assumptions about the value of multinational enterprises (MNEs), the desire for a countervailing power, the need for greater open-ness and self-criticism if misunderstanding and distrust are to be dispelled. A section on MNEs and the nation state points both to the real anxieties of nation states to be sovereign, and to the real economic, technological and social benefit that can accrue from multinational enterprise. The creation of economic wealth, financial practices, the development of human resources, and the relation between MNEs and trade unions are looked at in the context of the basic needs and values of society. Amongst key issues highlighted are sensitivity to national sovereignty, dynamic and responsive organisational structure and style, and a serious approach to dialogue with international trade unions. The author then selects three priorities, and considers them in detail: constructive response to social expectations; more effective management; better communications. He provides a four-page action checklist, and concludes with the need for a constructive partnership between multinational enterprise and host country.

Company Finance in Europe, by J. M. Samuels, R. E. V. Groves and C. S. Goddard. (341 pages. 1975. The Institute of Chartered Accountants in England and Wales, PO Box 433, Chartered Accountants' Hall, Moorgate Place, London EC2R 6EQ. Price £7 post free. ISBN 0 85291 112 2.) This work is intended for senior company managers and provides information on methods of company finance in seven European countries, in comparison with the UK, and set in the context of national and international economic conditions. Seven of the work's 13 chapters deal with individual countries: France, West Germany, Spain, Switzerland, Holland, Belgium, Italy. Each of these chapters follows a similar pattern, beginning with an examination of the economic climate in the country, including rates of growth, levels of investment and the type and size of companies which are to be found. Next the sources of finance are covered, including equity, short- and long-term loans and internal financing. The banking systems and the stock markets of the countries are examined, and in some cases the inflow and outflow of funds from the foreign sector. Three further chapters concentrate on international aspects of company finance. One deals with the 'Euro-Markets' as a source of finance, including 'Euro-Currency', 'Euro-Bonds' and 'Euro-Equity' markets. A second deals with cross-frontier investment and competition, mergers and takeovers, regulations on monopolies and restrictive practices, and also includes information on several named multi-national companies. A further chapter deals more generally with the effect of investment, or lack of investment, on economic growth, while the final section draws together conclusions of particular relevance to the situation in the United Kingdom.

Trade effects of public subsidies to private enterprise, by Geoffrey Denton, Seamus O'Cleireacain and Sally Ash, with a foreword by Harry G. Johnson. (342 pages. Macmillan, for the Trade Policy Research Centre. 1975. £15.00. ISBN 333 16706 6.) This study, the result of two years' research conducted at the University of Reading under the auspices of the Trade Policy Research Centre, is one of a series surveying the whole field of non-tariff intervention in international trade. It examines the effect on trade of one form of non-tariff distortion, that is public subsidies to private industry. Discussion of this issue in forthcoming GATT negotiations and within the OECD has been precipitated by a provision of the US Trade Act of 1974, which obliges the US Treasury, on receipt of complaints and according to a strict timetable, to impose countervailing duties on imports receiving subsidies for manufacture or export in their country of origin, unless their removal can be negotiated. While examining this international context, the Centre's report does, however, concentrate on the British experience. It briefly surveys British industrial policy in the years 1959 to 1973 and describes in detail the various direct and indirect subsidies used by government to support ailing industries, depressed regions and advanced technology. The authors discuss the changes in industrial policy which have occurred, and which could, they think, make it difficult for the British Government to develop a coherent policy towards international negotiations for the removal of non-tariff barriers to trade. There then follows an econometric analysis of the specific impact of public subsidies on international trade, which is supported by case studies of the British shipbuilding and aluminium industries and, in less detail, the aircraft and cotton industries. The authors go on to propose the design of an adjustment assistance programme, which would possibly increase the coherence of industrial policy, and suggest a set of criteria for assessing the international acceptability of a subsidy. Priority for action could then be given to dealing with those subsidies most amenable to international negotiation and agreement.

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BOTB British Overseas Trade Board

The market in Papua New Guinea

On the eve of his departure from Port Moresby after two and a half years in which he laid the foundations of what became the British High Commission at Papua New Guinea's independence on 16 September, Gordon Slater, Deputy High Commissioner, looks at the successes and short-comings of British business in tackling this market.

For most British businessmen Papua New Guinea remains something of a blind spot, eclipsed by the better known and vastly greater markets of Australasia on the one side and South East Asia on the other. But not all. British consultants are busy on projects which include telecommunications, harbours, transport and mining.

Britain supplies some 80 per cent of the not inconsiderable number of tractors imported into Papua New Guinea as well as much of its heavy roadmaking plant. The Royal Mint made the country's coins and another British firm supplied its new passports. British four-wheel drive vehicles are being imported in increasing numbers and an internal airline has ordered three more of a British aircraft already widely-used in Papua New Guinea. Yet another United Kingdom firm is laying the new cable from Port Moresby to Cairns in Australia; British switchgear and control systems are being used in Papua New Guinea's newest hydro-electric project on the Ramu. And, of course, British firms are closely involved in the giant copper mining project at Panguna in Bougainville and in the new and successful palm oil venture being run jointly with the Papua New Guinea Government in the West New Britain District.

But there is no doubt that many other opportunities for trade with Papua New Guinea are being lost.

Frequent criticisms by the local business community are that British salesmen are seldom seen in the market and do not even take the trouble to quote cif prices. It is particularly difficult to understand why any British firm should expose itself to this last criticism when it can easily ascertain freight charges from the Bank Line which runs regular services from the United Kingdom to all the main ports of Papua New Guinea. Britain's competitors in Papua New Guinea almost invariably give cif prices so that traders can quickly and simply calculate their profit margins and selling prices; it puts the customer in a better frame of mind to buy.

In 1974 Britain bought about £19 million worth of mainly primary products from Papua New Guinea and sold only about £3 million worth of goods in return, though the volume of British exports to Papua New Guinea has since risen sharply. What are the prospects for the future?

In the words of its own Finance Minister (Julius Chan), Papua New Guinea faces a few lean years. In 1975 prices remained low for Papua New Guinea's main exports including copper and most primary products, and simultaneously Australian aid, which amounts to something over 40 per cent of of Papua New Guinea's budget, tightened up. By September 1975 Papua New Guinea was therefore bracing itself for a tough budget. Also newly independent Papua New Guinea continued to have its problems over national unity. Foreign investors, probably influenced by world conditions, were erring on the side of caution in considering the firm terms which emerged from the National Investment Development Authority (NIDA) for investment in Papua New Guinea.

A brighter future

The brighter future to which Papua New Guinea ministers look may be some years away, when copper production should be under way at least in the rugged mid-west areas of Ok Tedi, Tifalmin and Frieda River, and the giant 10,000 megawatt Purari hydro-electric scheme in the Gulf District of Papua should be attracting user-industries; but longer-term prospects should be borne in mind when considering whether to cultivate this market.

Mining seems to be the biggest thing of the future, but, on the experience of Bougainville, British industry may not participate to any great extent in providing the heavy machinery and mammoth vehicles required. Nevertheless mining development should provide opportunities for British consultancies, management and other services.

Forestry, which is reckoned to become Papua New Guinea's second biggest earner of the future, could provide further and bigger openings for British consultancies and machinery. Of some 21 million acres of economically exploitable forest, about five million are already being worked, are under negotiation or will be promoted over the next nine years and it is Government policy eventually to have all timber sawn in Papua New Guinea. The Purari scheme, which will call for a new harbour and industrial area, has already provided a consultancy for a British firm and should eventually present British industry with many opportunities.

It is true that the immediate opportunities and the profits in prospect are not spectacular, calling mostly for modest quantities of items spread over a wide range of products – not surprising when one remembers that Papua New Guinea, although twice the area of Britain, has little more than 2½ million people, most of them still engaged in subsistence farming. On the other hand' purchasing power can be expected to increase as resource-based projects get off the ground.

In some respects British businessmen are at a disadvantage compared with competitors from Australia, Japan and China, who are much closer to the scene.

But there are some compensating advantages for us. For instance, it is cheaper to ship by Bank Line from the United Kingdom to Papua New Guinea than it is from Australian ports to Papua New Guinea. Moreover, although Britain does not have the benefit of long-established trading firms as do the Germans and Dutch, they do have a strong historical link.

Forestry is reckoned to become Papua New Guinea's second biggest earner of the future. This picture was taken at the Jant Pty. Ltd wood chip mill at Madang. (Photo – Papua New Guinea Office of Information).

What should the British businessman do if he is unfamiliar with the PNG market but wishes to consider the opportunities more closely. If he has a representative travelling in Australasia or South East Asia, he should try to fit into his itinerary a visit at least to Port Moresby and/or Lae to make contacts and to see something of the market at first hand. If not, keep in close touch with the Department of Trade which is familiar with the market and can, amongst other things, forewarn people of unforeseen snags. For example, the Electricity Commission of Papua New Guinea applies quite exacting standards to electrical equipment being introduced into this market and it is therefore advisable to send a sample of any such equipment for testing well in advance of any proposed shipment.

Consider subscribing to the Department's Export Intelligence Service which issues regular notices about export opportunities in Papua New Guinea. To mention just a few, they have recently included £750,000 worth of pipes for a water project, tenders for clothing, protective footwear, telecommunications equipment, stationery, foodstuffs, roadworks, tractors, vehicles of many kinds, medical equipment, pharmaceuticals, and machine tools.

British exporters should also bear in mind that they can easily make trial offers to Papua New Guinea's three big trading companies which all have offices or representatives in Britain. These firms, which have department stores throughout Papua New Guinea and offer an extensive range of goods and services, are:

Burns Philp (NG) Ltd.,
PO Box 75,
Port Moresby,
Papua New Guinea.

London Office: Burns Philp and Co. Ltd.,
Imperial House,
15-19 Kingsway,
London WC28 6UN.

Steamships Trading Co. Ltd.,
PO Box 1,
Port Moresby,
Papua New Guinea.

United Kingdom
Representative: Portman (Wholesale and Overseas) Ltd.,
40 Duke Street,
London W1.

New Guinea Co. Ltd. (trading as 'Carpenters'),
PO Box 3043,
Port Moresby,
Papua New Guinea.

United Kingdom
Office: W. R. Carpenter and Co. (London) Ltd.,
Park House,
22 Park Street,
Croydon, Surrey,
CR9 3NP.

To sum up, therefore, if you want to trade with Papua New Guinea, bear the following suggestions in mind:

- Consult the Department of Trade and consider subscribing to the EIS.
- Try to fit in a visit to Papua New Guinea.
- Quote cif prices and say how long these prices will remain firm.
- Quote realistic delivery dates and stick to them.
- Do not suggest to inquirers from Papua New Guinea that they deal through agents in other countries – this means added costs and such letters usually end up in Papua New Guinean waste-paper baskets.

There is a genuine wish in Papua New Guinea to buy more goods from the United Kingdom, and British exporters may be pleasantly surprised by the opportunities open to them.

BOTB News

Warm reception for Iran mission

'The CBMPE mission to Iran has been most warmly received. Discussions with the National Oil, Petrochemical and Gas Companies have been frank, detailed and helpful. The development programme already decided involved investment of many billions of dollars.' These were the comments of Lord Beswick, Minister of State at the Department of Industry, who led the Council of British Manufacturers of Petroleum Equipment mission and who returned from Tehran on 7 November.

'It was clear,' he added, 'that we enjoyed their goodwill and our share of this quite gigantic development programme could run into ten thousand figure sums of sterling. The essential requisite for this scale of long term business was that we could quote a fixed price – or, at any rate, a fixed ceiling on cost escalation. This was a problem we had to tackle.'

Lord Beswick also said that British sales to Iran would increase from £70 million in 1971 to around £500 million this year, but much more had to be done if the UK share of the expanding Iranian market, especially in the petroleum and allied industries, was to be maintained, let alone increased. Two consultancy contracts were to be signed by members of the mission during their stay, and a follow-up sales team would be going out in the New Year.

Richard Davies (top table, centre), director of Ferranti Ltd. and a member of the British Overseas Trade Board's North American Advisory Group, chaired a workshop on the North American market for measuring and analytical instrumentation on 5 November. Flanking the chairman, are (right) Leslie Reid, Consul-General, Cleveland, and (left) Jim Park, Commercial Officer, Montreal, who gave first hand assessments of the US and Canadian markets for UK exporters.

Venezuelan minister pays 'new perspective' visit to Britain

Ing Arnoldo Jose Gabaldon, Minister of Public Works in Venezuela, visited Britain from 6-13 November as a guest of the British Overseas Trade Board.

Venezuela, a member of OPEC, is currently undertaking a far-reaching programme of industrial, environmental, and social service development, and Dr. Gabaldon's visit was part of a series of high-level exchanges between Venezuela and Great Britain aimed at forging closer trading links between the two countries. This 'new perspective', as it has been named, began in February this year, when a team of Government officials went to Venezuela to explore areas of opportunity for British goods and services.

Dr. Gabaldon's field of interest is wide and includes road, railway, waterworks, and underground railway construction and management. He has also a special interest in the building and running of hospitals.

Dr. Gabaldon's programme in Britain showed British capability in equipment and expertise within these areas and he had discussions with senior ministers in the Departments of Trade, Health and Social Security, and Environment, as well as with officials in the public sector. He visited hospitals constructed under the rapid, lowcost 'Oxford System', the new London Fleet underground line, and the South-Eastern Road Construction Unit at Egham, Surrey – projects which show British know-how being put to practical use.

Mid. East mission brings in orders

As a direct result of taking part in a mission to Saudi Arabia and the Gulf States, arranged by the British Overseas Trade Board, in association with the North of England Development Council last April, British companies have gained orders totalling over £750,000.

Stelmo Ltd., Ashford, Kent, designers and manufacturers of system building plants, have been awarded a contract totalling approximately £500,000 for a complete production plant to manufacture pre-cast concrete components for system-built housing in the Eastern Province of Saudi Arabia. The firm are also in the advance stages of receiving a contract for a similar, but larger, type of production installation in Saudi Arabia worth approximately £1½ million. The company reports that it is getting more and more involved in other parts of the Middle East and anticipates further contracts in Bahrain, Kuwait and Iran.

Arrow Construction Equipment Ltd., Blyth, have received orders from Saudi Arabia for their D500 Hammer machines and industrial trailers worth over £50,000 and, following a subsequent visit to Egypt, have received an £80,000 order for their hydraulic hammers for road construction. The firm also received orders worth over £67,000 from their Iranian distributors during the Construction '75 exhibition in Tehran this June.

W. A. Fairhurst and Partners (Northern), Newcastle upon Tyne, consulting structural and civil engineers, report that as a direct result of their participation in the mission, they have received an approach from Iran which has led to the setting up of a very promising joint venture with another large British consultant. W. H. Smith and Co. (Whitchurch) Ltd., Shropshire, structural engineers and cladding contractors, have been awarded their first Middle East contract following the mission. The contract – which came as a direct result of the efforts of a newly appointed agent in Dubai – is for a £80,000 motor repair depot on the south east coast of Oman, for the Defence Department.

Japan: a potential market for British pipeline equipment

Japan could provide a good market for British made pipeline equipment, from anti-corrosion tapes, cathodic protection equipment, pigs, scraper traps, signallers and pipe-hearing equipment, to interface detection instrumentation, pumps and pumping equipment, valves and electric stress relieving equipment. This was the conclusion of a survey, *The Japanese Market for Pipeline Equipment – 1975*, published on 5 November by the British Overseas Trade Board*.

Japanese pipeline systems have not yet been well developed, and the existing systems are slightly different from those in the US and Europe. Pipelines in Japan are primarily used in oil fields, petrochemical industrial areas and oil unloading facilities, and are not utilised as a means of transporting oil from one region to another.

According to the survey, there are also promising opportunities for British made pipeline equipment to be used in Japanese projects in third countries. Japanese companies are involved in various kinds of construction projects such as pipelines, petrochemical plants, and power generation plant construction, which require pipeline equipment. As far as pipeline projects are concerned, there may be more demand for British equipment from these overseas projects than for domestic projects in Japan.

Domestic consumption of pipeline equipment in 1974 amounted to approximately Y568,395 million. During the three-year period 1975-77, it is expected to increase to an average annual rate of about 15 per cent.

In 1974, the value of imports of pipeline equipment into Japan amounted to Y55,914 million of which the UK's share accounted for 4.3 per cent. Total imports increased significantly in 1974 – at a growth rate of 96.2 per cent over 1973 – and, during the three year period 1975-77, are expected to increase at an average annual rate of 2.5 per cent to reach Y49,316 million in 1975, Y53,244 million in 1976, and Y60,151 million in 1977.

In July next year, the British Overseas Trade Board will be supporting a Pipeline Equipment Exhibition at the British Export Marketing Centre in Tokyo. British manufacturers interested in taking space at this exhibition should contact the Engineering Industries Association, Equitable House, Lyon Road, Harrow, Middlesex, tel. 01-863 9188.

* *The Japanese Market for Pipeline Equipment – 1975* was prepared for the British Overseas Trade Board by Peat, Marwick, Mitchell and Co., Tokyo, Japan. It is available to British manufacturers price £20, post free, from the Central Library, 1 Victoria Street, London SW1H 0ET.

Scottish Council in USA and Canada

A 15-day Scottish Council trade mission to the USA and Canada left Britain on 1 November.

The leader of the 19-member mission, which is supported by the British Overseas Trade Board, is Douglas Kinloch Anderson, managing director of Kinloch Anderson Ltd. The Mission manager is Mary Bell of the Scottish Council's Marketing Division.

The group are seeking to increase Scottish exports to the USA and Canada of a wide range of products including specialised engineering equipment, Scotch whisky, knitwear, clothing and fashion accessories, non-ferrous metals, telecommunications equipment, refractories and dentures. After a few days in New York members of the mission split up to follow individual itineraries, which took them to Cleveland, Pittsburg, Toledo, Kansas City, Denver, Houston, Dallas, St. Louis, Los Angeles, San Francisco, Portland, Seattle, Vancouver, Edmonton, Winnipeg, Toronto, Montreal, Quebec and Halifax.

London Trade mission to Israel

The London Chamber of Commerce and Industry is sponsoring a trade mission to Israel from 19-26 March 1976. The mission will be supported by the British Overseas Trade Board, who will contribute £150 towards the cost of the mission for each participant.

During the recent visit to Israel by the Secretary of State for Trade, Peter Shore, the Israeli Minister for Commerce and Industry stressed Israel's desire to increase business with Britain and issued an open invitation to British businessmen to visit the country.

The leader of the mission will be Mr. S. W. O. Seligman, director of S. G. Warburg, who is also a member of the British Overseas Trade Board Group for Israel.

Inquiries to Margaret Yelland, International Division, London Chamber of Commerce and Industry, 69 Cannon Street, London E4N 5BY, tel. 01-248 4444, ext. 384.

. . . . and an expanding market for cosmetics

Between 1971 and 1974 the value of British cosmetics imported into Japan more than doubled – from Y518 million to Y1,196 million. The figures were published on 10 November by the British Overseas Trade Board in *The Japanese Market for Cosmetics*.

Looking to the future, the survey reports that 'An increasingly affluent Japanese society is spending more on personal items, including cosmetics. The fashion conscious young and the affluent have been the most conspicuous consumers of cosmetics.'

To enter the Japanese market an exporter must offer a top-quality, top-brand image, since the Japanese consumer recognises well-known foreign brands. To date, imports have been most successful in the higher price ranges although some exporters have succeeded in selling over a wider price range by producing in Japan.

Distribution can be a major problem and the survey suggests that exporters should consider a local branch, agent or joint venture. There is a detailed analysis of distribution methods, promotional techniques and import requirements. The survey emphasises the need to meet Japanese legal requirements regarding ingredients in cosmetics.

The Japanese Market for Cosmetics was prepared for the British Overseas Trade Board by International Business Information Inc., Tokyo. It is available to British manufacturers, price £1, post free, from the Central Library, 1 Victoria Street, London SW1H 0ET.

Have you a good industrial news picture?

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story. Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Exhibitions and Fairs

Largest world exhibition of textile machinery

From S. U. Almirante, Commercial Officer, British Consulate-General, Milan: Under the auspices of the British Overseas Trade Board, 97 British manufacturers of textile machinery took part in the joint venture sponsored by the British Textile Machinery Association at the 7th International Textile Machinery Exhibition in Milan from 6-15 October.

ITMA is the largest world exhibition of textile machinery and is held in different countries every four years. It immediately proved to be an event of great technical value on a world scale; there were, in fact, exhibitors from 29 different countries.

At the 1975 exhibition, held for the first time in Milan at the Milan Samples Fair Ground, 1,246 firms exhibited their machinery in 28 buildings with a net display area of about 124,000m². The textile machinery and accessories exhibited this year represented the largest collection that the textile industry has ever had. The value of machinery exhibited was about £100 million.

Largest representation

The largest national representation at ITMA, on the basis of percentage of total area occupied, was Italy with 28 per cent, followed by Germany with 26 per cent, Switzerland with 10 per cent, France 9 per cent, Great Britain 7 per cent, and the USA with 5 per cent.

ITMA was open only to trade visitors who numbered about 134,000. All the exhibitors, and in particular the British ones, expressed great satisfaction with the authorities for the way the fair was organised and with the first-class commercial contracts established and trade inquiries received, particularly with regard to overseas markets.

The impressions received immediately after ITMA '75 are that, although the world economic crisis has involved this sector, a recovery in this field has already commenced. Commercial inquiries received during the exhibition were notable for foreign demand, particularly from third world countries such as Arabian countries, Africa and South America. The British industry also took a number of substantial orders during the exhibition.

World demand

It is forecast that world demand for textile machinery will be in the region of £6.6 billion during the next four year period, 1975-79. There should, therefore, be some good scope for the British industry, which showed itself during ITMA to be in the forefront of technical development in this sector.

Sir Jan Lewando (left), a member of the British Overseas Trade Board, on the Platt Saco-Lowell stand at ITMA in Milan. With him, beside a prograde machine being fed with cotton yarn is Mr. E. G. Smalley, the Platt Saco-Lowell Group Managing Director.

Fresh breeze of optimism at Hamburg

From C. J. Rawlinson, Vice-Consul (Commercial), British Consulate-General, Hamburg: Over 147,000 people visited the 16th International Boat Show in Hamburg between 16-26 October to see the products of over 600 firms from 23 countries, ranging from small inexpensive dinghies and every conceivable item of equipment to luxury ocean going yachts.

Contrary to somewhat pessimistic forecasts, most exhibitors reported by the close of the exhibition that the level of inquiries received and amount of business actually concluded exceeded their expectations. The large number of British firms taking part in the show, either in the British Overseas Trade Board sponsored joint venture or independently, received serious inquiries not only from the Federal Republic and other parts of Europe including Scandinavia, East Germany, Holland, Greece and Italy, but also from as far afield as Canada, USA, Australia and Japan.

Although a distinct local trend towards sailing boats and motor sailers has been noticeable, together with an increasing interest in do-it-yourself boatbuilding, sales of motor boats and motor cruisers have held up well. It is estimated that there are about 250,000 boat owners in the Federal Republic and the market is expected to continue growing at the rate of 10 per cent a year.

An independent market survey conducted during the Hamburg exhibition reported that orders for boats worth over £12 million were placed during the show. Britain's share of this was over £1 million and most firms left Hamburg with considerable optimism for 1976.

Excellent response from Tokyo furnishing fair

From R. S. Howe, First Secretary (Commercial), British Embassy, Tokyo: Despite the fact that the construction, textile and furniture sectors of the Japanese market are those most seriously affected by the economic recession, over 1,000 trade visitors, including representatives from trading firms, building contractors, interior designers and department stores, visited the Contract Furnishing Exhibition held at the British Export Marketing Centre in Tokyo from 14-18 October.

The exhibition, sponsored by the Contract Furnishing Association and the British Overseas Trade Board, featured the products of 16 companies, mainly in the fields of furnishing fabrics, furniture, wall coverings and carpets. Nine of these companies were introducing their goods to the Japanese market for the first time and were seeking agents and distributors or partners for manufacture under licence.

While few orders were taken at the exhibition, the majority of the companies participating were greatly encouraged by the excellent response from Japanese companies and are optimistic that good business will develop in the future. The fact that the majority of the newcomers to the market were able to establish representation or MUL arrangements during the period of their stay in Tokyo reflects the growing confidence of Japanese companies that improved trading conditions are on the way.

The stand of Authentic Interiors Ltd. of Shacklewell Lane, London, took the form of a traditional English pub called the Kicking Donkey at the Contract Furnishing Exhibition in the British Export Marketing Centre, Tokyo.

Strong British representation at Johannesburg exhibition

From J. Roberts, Vice-Consul (Commercial), Johannesburg: The South African International Machine Tool and Production Engineering Exhibition was held in the Hall of Industries, Milner Park, Johannesburg, from 20-24 October. Opened by Mr. P. Theron, Secretary for Industry, the show attracted more than 130 exhibitors displaying equipment worth more than R20 million. A three-day symposium ran concurrently with the exhibition.

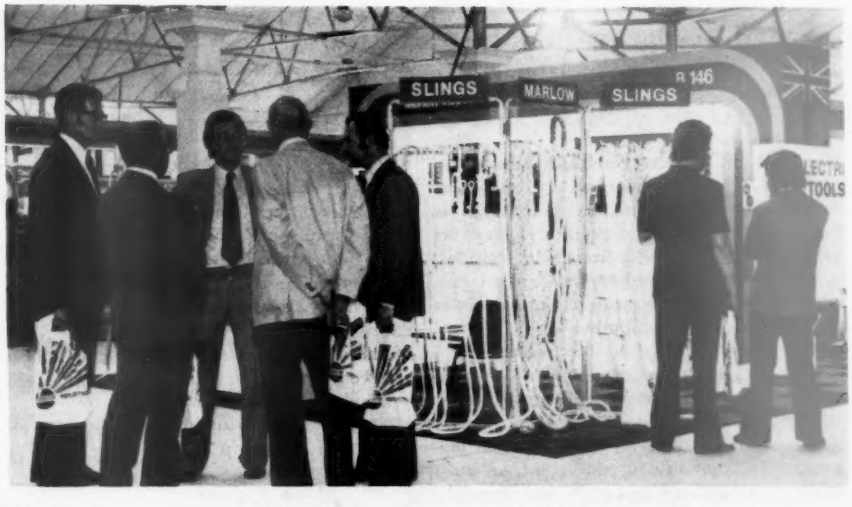
First time overseas

For the first time overseas, the Machine Tool Trades Association and the Engineering Industries Association joined forces to exhibit under joint venture terms with the British Overseas Trade Board. Fourteen British companies exhibited under the MTTA banner and 15 from the EIA, with an inquiry and information stand manned by Mr. D. Bromidge of MTTA and Colonel R. E. Scott of the EIA. The very attractive British section, which occupied nearly a quarter of the exhibition area, was visited by the British Ambassador Sir James Bottomley, who met all the British exhibitors.

Other overseas exhibitors included a large group from Taiwan, and there were also products on show from the USA, Japan, West Germany, Italy, Holland, France, Austria and South Africa.

The exhibition attracted more than 12,000 visitors from all over the Republic, many of whom showed considerable interest in the British equipment. Most of the British exhibitors reported that they were impressed with the quality of the inquiries and all received worthwhile leads, which would be followed up. The combined value of orders taken by five of the British companies was worth over R200,000.

Undoubtedly, this shop window for the latest developments in British machine tools and engineering products was a success, and almost all the exhibitors said that they would welcome the opportunity of participating in a future exhibition in South Africa.



Interested buyers studying synthetic fibre ropes on the stand of Marlow Ropes Ltd., at the Machine Tool and Production Engineering Exhibition in Johannesburg.

UK contingent sails into the limelight at Annapolis

From David Petersen, Commercial Officer, British Embassy, Washington D.C.: Twenty-six British exhibitors participated in a joint venture at the US Sailboat Show held at Annapolis, Maryland, from 16 to 19 October. Twenty-one boats of generally acknowledged superior design and construction were displayed in the water and on land, together with an impressive range of sailing and marine equipment and accessories. Collectively, the British contingent was the largest single exhibitor and enjoyed a good deal of the limelight as a result.

The Annapolis show is generally considered the major sailboat show in the US. Despite inclement weather and high tides, the show drew over 25,000 visitors to view 250 stands displaying boats and marine instrumentation and equipment from all over the world.

The British exhibit, organised by the Ship and Boat Builders National Federation, included Westerley's popular 'Centaur', Camper and Nicholson's highly versatile '33' and the debut of Rydgeway Marine's 'Prospect' auxiliary sloop. One vessel which attracted much attention was the 'Fisher 37' of Fairways Marine. The British display of catamarans and trimarans from Sailcraft, TSP Marine and AJS Sandwich Yacht Construction was once again a centre of considerable interest.

On land, British exhibitors had a large open-air display, with boats from Copland Boats Ltd., Honnor Marine (Totnes) Ltd. and Newbridge Boats Ltd., all successfully exhibiting for the first time. There were also exhibits by the US agents for Avon inflatables and Seagull outboard motors. In addition, 15 other exhibitors and the SBBNF had stands in the covered area. Products on display included electronic instruments, a wide variety of marine hardware, accessories, and clothing. The premier position in the US market of Ian Proctor Metal Masts Ltd. was consolidated with their new spinnaker pole equipment and mast head design, which was shown for the first time.

British participation was again well received by the trade and buying public. The joint venture exhibitors were, without exception, well satisfied that their attendance had been worthwhile in terms of contacts made and orders received, which are estimated in excess of $500,000. Sharp and Co. Ltd. report that their automatic pilots have been now included as standard equipment on a number of US-built boats. Simpson Lawrence Ltd. will be supplying 100 Aeolian ventilators for use on a series of new small patrol crafts for the US Coast Guard. Because of these and other success stories, all exhibitors expect to return to the show next year.

Vice-Admiral Sir Ian Easton, Head of British Defence Staff, Washington, with Peter Carroll and Jerry Wood, organisers of the US Sailboat Show in Annapolis. Sir Ian took part in the official ribbon cutting ceremony at the opening of the Show's trade and press day.

Most effective UK joint venture stand at Nuclex '75

From H. M. Shone, HM Consul, British Consulate, Basle: At Nuclex '75 Britain had a joint venture occupying half of a hall, with 25 firms and organisations exhibiting their products or their knowledge. There was a massive central exhibit put up by the UKAEA, representing a full size replica of part of a SGHWR power plant which could be inspected by way of steps, and a platform on which there were many convincing operating models of the various procedures involved. It was altogether a most effective joint venture stand, quiet and discreet in itself, throwing into prominence the colourful and eye-catching nature of the individual stands and their exhibits.

This was not an exhibition mainly designed to sell much, but rather to put across knowledge, experience and expertise, and to establish contacts, and, judging by the visitors seen on the central exhibit and on the various stands and on the amount of well produced pamphlets and booklets which were handed out, we made our point.

As guest of the British Nuclear Forum, the Parliamentary Under-Secretary of State for Energy, Alex Eadie came for the opening ceremonies, visited all the British exhibitors and gave an informal press conference in which he stressed Britain's achievements and explained present policy. His presence did much to underline the importance which the British Government places on nuclear power generation, both now and in the future.

British books are big business in Frankfurt

From M. T. Murray, British Consulate-General, Commercial Section, Frankfurt: The Frankfurt Book Fair is undoubtedly the most important event of its kind. This year's event, from 9-14 October, attracted a record number of 171,680 visitors who came to see the quarter of a million titles displayed by 4,039 exhibitors.

The British group of 439 companies – 279 were members of a joint venture sponsored by the Book Development Council (the export arm of the Publishers Association) and the BOTB – formed the largest single non-German contingent, an indication perhaps of the depth and strength, and the outstanding export performance of the British publishing industry.

Staff of Ward Lock Ltd. of London with foreign publishers at the Frankfurt Book Fair.

After a brisk opening, publishers of all types reported an extremely high level of serious and potentially lucrative inquiries from the industry's traditional North American, European and Commonwealth markets as well as from developing markets in the Middle East and Eastern Europe.

By the end of the fair the consensus of opinion among the British exhibitors was that the 1975 Book Fair may eventually prove to be the most successful ever.

Continuing attraction of UK goods in Sweden

From Ray Sherwood, Commercial Officer, British Embassy, Stockholm: There is a good chance that over £2 million-worth of business is likely to result from British companies' participation in the joint venture at the 1975 Stockholm Technical Fair from 16-22 October. The joint venture, which was sponsored by the Engineering Industries' Association and the British Overseas Trade Board, involved 17 British companies and a further 70 were represented by their Swedish agents.

Altogether over 1,000 companies were represented on 432 stands covering an overall area of 13,578m². Although the general public were not admitted it is estimated that about 62,000 trade visitors attended.

The large number of serious inquiries received indicate the continuing attraction of British goods in the Swedish market. One firm sold all the equipment they were exhibiting direct from the stand and British participants generally were pleased with the quality of commercial inquiries and the contacts established.

The Embassy had been able to make agency inquiries on behalf of some of the joint venture members before the fair and provided assistance throughout the event. The Information Section produced a special Trade Fair Bulletin in Swedish describing the activities of the member companies and the equipment on display. Two thousand copies were available for the trade press and display on the joint venture stand. A special British exhibitions supplement in the Swedish trade journal *Teknisk Information* was produced with the help of the Central Office of Information.

Seven UK firms in environmental control fair, Utrecht

From L. W. Zonneveld, Commercial Officer, British Embassy, The Hague: Milieu '75, the 3rd international pollution control exhibition in The Netherlands, was held in the Margriet Hall of the Royal Netherlands Industries' Fair exhibition complex at Utrecht.

Seventy-two exhibitors took part and showed equipment relating to all aspects of environmental protection, including air and water purification, the removal and destruction of solid waste, noise control and also material recovering and recycling procedures. A programme of lectures on topical subjects in this field was held at the same time.

Seven British companies and organisations were gathered in an attractively laid joint venture stand, sponsored by the London Chamber of Commerce and Industry in collaboration with the Department of Trade. This was the only national exhibit at the fair and the British joint venture team reported that they were satisfied with the number, and particularly with the level, of the inquiries.

Fisons Environmental Advisory and Technical Service had pictorial display material in their stand. Columbus Dixon Ltd. displayed a line of industrial floor maintenance equipment, and Sutcliffe Speakman Ltd. showed models of activated carbon solvent recovery plant. Lancy Laboratories Ltd. and PD Process Engineering were both showing visual and photographic displays on effluent treatment systems and models, while Trade and Technical Press Ltd. displayed a wide selection of trade and technical textbooks and journals, and Watson Marlow showed peristaltic and orbital lobe pumps.

The London Chamber of Commerce and Industry provided a trade inquiry stand for the combined British group exhibit.

British goods in 'From Around the World' promotion

From Robina Colville, Vice-Consul (Commercial), Los Angeles: A gala evening honouring the American Field Service was the opening event for the Broadway Department Stores' fall 1976 promotion in their flagship store in the Broadway Plaza in downtown Los Angeles. 'From Around the World' was featured in four of Broadway's main stores (Broadway Plaza, Century City, Torrance and San Diego) from 11-25 October.

A UNICEF International Children's Art Collection was the main attraction for the opening event when something like 5,000 people crammed into the store. With admission tickets of $5 a piece the event benefited the international high school student exchange programme which is sponsored by the American Field Service.

Deputy Consul-General and Mrs. Louis Sherbourne represented the British Government on this occasion.

While the promotion featured imports from many countries, the Broadway put a spotlight on imports from Britain by arranging boutiques featuring British products exclusively in the above stores, as well as a purely British window in each of the stores. The stores also featured, of course, 'From Around the World' boutiques, and these included British products as well as those from many other countries.

Special advertising for British products appeared in the *Los Angeles Times* and in community newspapers.

Among the British products displayed and advertised were men's sweaters and women's mohair stoles, antiques and reproduction antiques, bone china, earthenware and ironstone, brass candlesticks and etchings, place mats, old prints, crystal and silverplate dishes, and food and confectionery.

Environmental control in Utrecht.

Trade Information

'Looking forward to stable and orderly growth' in Anglo-Japanese trade, says Peter Shore

Peter Shore, Secretary of State for Trade, last week urged exporters to reinforce their efforts in the key Japanese market. Even our current market share, he said, should be worth £1,000 million by 1980.

On imports, Mr. Shore said he did not subscribe to the view that the general problem of imports and import restraint was primarily a question of imports from Japan. He did, however, repeat that the rate of increase in Japanese exports of cars to Britain in the first eight months of 1975 was unacceptable.

Mr. Shore, who was addressing a Japan Association lunch in London, said: 'British technological achievements over a wide spread of industries are well recognised in Japan. For example, many Rolls-Royce aero engines, including those in TriStar, are sold to Japan. An aerospace study mission is shortly to arrive in London from Tokyo to see for themselves what we have to offer and to look at prospects for further collaboration. There are also opportunities for collaboration on major capital projects in third markets.

'In direct exports, the list of the products we sell to Japan is widening all the time. In fields as varied as audio and scientific and medical equipment, there have been significant breakthroughs. It is in high technology equipment as well as in capital and consumer goods that we can expect major progress in the future.

'This year, however, we have not done well. With the weakening of Japanese demand, our exports have been falling, both in volume and value. This is in contrast with the global trend. From January to September this year our total exports rose by 19 per cent, whereas our exports to Japan fell by 8 per cent. Most experts believe that this dip is a temporary phenomenon which should not be allowed to dishearten us in our efforts.

A key market

'For Japan is a key market. The Japanese authorities, in a review last year, published forecasts for Japanese imports in 1980. On this basis, if we do no more than maintain our current share – and I hope we shall do better than that – the Japanese market should be worth about £1,000 million a year to the UK.

'The message, then, is clear: we must reinforce our efforts in the Japanese market, and we should not wait for the revival before doing our homework; our competitors will not.'

Turning to imports, Mr. Shore continued: 'There are three points which I would like to stress.

'First, I do not subscribe to the naïve and ill-informed view that the problem of imports and import restraint is primarily a question of imports from Japan. When a number of other countries, including the United States, France, and West Germany, are so far this year running larger visible surpluses with Britain than is Japan, this simply cannot be so.

'Second, I look forward to a stable and orderly growth in our bilateral trade. Those words "stable and orderly" are at the heart of some of the current problems. It must be a matter of serious concern to the British Government if, in a particular sensitive sector of industry, imports are rising rapidly. And if these imports come largely from one specific source, concern will naturally be directed towards that supplier. It was against this background that I said in Japan, and repeated in the House of Commons last month, that the rate of increase of 88 per cent in Japanese exports of cars to Britain in the first eight months of 1975 over the same period of last year was unacceptable.

Foreign competition

'My third point is this. Certain industries in this country – but only, I am glad to say, a very few – have been reduced to a shadow of their former selves because, for one reason or another, they have been unable to match foreign competition in their home market. The cases in point are well known to you – I have in mind motor cycles and some branches of the consumer electronics industry. No responsible British Government should allow such a disaster to overcome an industry of significance to the future of our economy without doing everything that reasonably lies within their power to prevent it. For all I have seen of Japanese policy and practice, I am sure that the Japanese Government would take the same view if one of their own major industries got into similar difficulties.

'Hitherto it has been possible to solve problems arising in our bilateral trade by discussion and co-operation, and I hope this will continue. But I would not wish to leave any doubt about where the British Government stand in this matter, and where our priorities must lie.

'There is a great deal to be done quickly – but a key issue will be our perseverance in getting Britain's inflation down to a rate that compares with that of our international competitors.

'New spirit of realism'

'Having seen for myself what are the imperatives for winning real success in export markets, I am encouraged by the new spirit of realism at home. On both sides of industry, and in the nation at large, we are seeing a growing awareness of what the problems are, what sacrifices have to be made and – most important of all – what positive action we can take.

'The fact is there are no techniques which could safeguard us against the evil consequences for exports of inflation at anything like recent rates. Even if it were acceptable on other grounds, sterling depreciation is not a satisfactory answer. Neither is any conceivable scheme for cover against cost escalation. And perhaps most important we cannot expect overseas buyers to have enough confidence to place their

business in Britain if they see that we are letting inflation run away with us.

'Any consideration of our export efforts, with all this means to Britain's future, demonstrates the need for a rapid and drastic cut in inflation. We need progressively more exports. We must get ourselves into shape so that, as world trade again expands, the return to growth and full employment can be export led. We shall succeed only if we show that we are capable of putting a brake on the level of costs in the British economy.

'These facts are becoming better understood in Britain. But all of us have a responsibility for putting precept into practice and for carrying the counter-inflation policy through to success.'

Export opportunities in the Republic of Ireland

A forum organised by the London Chamber of Commerce and Industry to discuss export opportunities in the Irish Republic will be held at Ireland House in London on 25 November. Topics on the agenda are Opportunities for British Exporters in the Republic of Ireland, Background on Investment in the Republic, and The Republic's Export Economy. The aim is to give as much practical advice as possible and there will be an opportunity to question all speakers.

Speakers will include Mr. R. McKenzie, First Secretary (Commercial), British Embassy, Dublin, Mr. H. Alston, Director of the Industrial Development Authority of the Republic of Ireland, and Mr. A. McCarthy, General Manager, Irish Export Board. The chairman for the meeting will be Mr. Aleck C. Crichton, a director of Irish Distillers and of the Bank of Ireland.

Further details on the forum are available from Mrs. M. Yelland, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB (tel. 01-248 4444).

Visit of Israeli businessmen

A delegation of Israeli businessmen, here to attend the twenty-fifth anniversary of the Anglo-Israel Chamber of Commerce, will be in the UK from 17-19 November. Eliahu Izakson, chairman of the Anglo-Israel Chamber of Commerce (Israel) will lead the delegation. Arrangements have been made for the businessmen to be received by the Confederation of British Industry and by the Birmingham Lord Mayor and the City's Chamber of Commerce.

Those interested in contacting members of the delegation should get in touch with H. Zuckerman, c/o Anglo Israel Chamber of Commerce, 8-12 Brook Street, London W1Y 1AB (tel. 01-493 1040).

Hints to business men booklets

Revised editions of the booklets on Gibraltar and Mexico have been published in the 'Hints to Business Men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets from Export Services and Promotions Division, Department of Trade, Room D 05-09, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757, ext. 7146, or any Regional Office of the Department of Industry.

ECGD news

Extension to Zambian sugar factory

The Export Credits Guarantee Department has guaranteed a £12 million loan which has been made available to Zambia Sugar Co. to help finance a contract placed with A. and W. Smith Co. Ltd., of Bromley, Kent, to expand the sugar production capacity of the Nakambala Sugar Estate located in the Mazabuka District of Zambia.

Finance for the loan was arranged by Antony Gibbs and Sons Ltd. on behalf of Lloyds Bank Ltd.

The extension to the factory is scheduled for completion by September 1977 and will increase the annual refining capacity of the factory from 100,000 tonnes to 150,000 tonnes.

£2 million line of credit for Costa Rica

The Export Credits Guarantee Department has guaranteed a £2 million line of credit which Lloyds Bank Ltd. have made available to the Banco Central de Costa Rica.

The loan will help finance contracts for capital goods and associated services placed in the United Kingdom by Costa Rican buyers. United Kingdom suppliers will receive 80 per cent of the contract price from the loan after shipment of the goods; the remaining 20 per cent is payable from the buyer's own resources.

To qualify under the terms of the loan a contract must have a minimum value of £10,000 and be placed by 30 April 1977.

Exporters interested in further details of this facility should contact either Mr. G. S. Bedi, of ECGD (tel. 01-606 6699, ext. 7337), or Mr. J. C. Burnell of Lloyds Bank (tel. 01-626 1500, ext. 2087).

Export documentation – simplified form C273 for low value consignments

A simplified form of export entry for transactions less than £100 (fob) in value is to be introduced by HM Customs and Excise on 1 January 1976.

The new form C273(LV), will follow the design of the present C273(1) and will be compatible with the JLCD aligned series. The use of the form is not obligatory and aligned series users who prefer to continue with the present aligned Form C273(1) for use with low value consignments are free to do so. Unlike Form C273(1) the new form does allow for more than one item to be entered on it provided that goods under each of the tariff/trade code numbers are within the £100 (fob) limit.

It is expected that the new form will be available before the end of the year.

Revision of Customs import entry Form C.10

A revised Customs import entry form for home use (Form C.10) will come into effect from 1 January 1976. From that date only the new print of the form (distinguishable by the date '1976' after the form reference number) is to be used.

The revised form will provide for full VAT details to be

shown and, where required, for VAT to be paid to the entry; a VAT copy of the entry has been included in the collated set. Importers who are registered persons for VAT will no longer be required to produce an extra copy of the invoice endorsed with VAT details, nor will it be necessary to complete Form VAT 909 when VAT is paid at importation. Details of these changes are included in the revised Notice No. 702 (VAT: Imports).

Form C.10(1976) will be a four part set. The top (Customs accounting) copy will be green in colour; the colours of the Statistical Office and additional copies will remain unchanged. The continuation sheet for Form C.10 will be issued in two versions: Form C.10A(2), which will have space for two items, as at present, and Form C.10A(3), which will allow for three items, but with more limited space for the description of goods. Form C.10A(5) has had to be discontinued because of the additional information now required to be entered.

Detailed information on the completion of the revised forms can be found in Part 3B of the Tariff and Notice No. 465.

To allow better use of the restricted description and charges areas on the new forms, the use of a work sheet is recommended for complicated calculations. Importers/agents wishing to submit work sheets in support of entries should consult the appropriate Import Entry Branch(es) for advice on the format best suited to their particular circumstances.

Supplies of the revised forms will be distributed to local offices as far in advance as possible of the time they are required to be used.

Steel reinforcing bars from Spain – anti-dumping investigation

The Department of Trade has accepted for investigation an application for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act 1969 on imports of plain or deformed steel reinforcing bars or rods originating in Spain.

A statement of the applicant's case will be made available to any interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than 1 December 1975. Such representations, in summarised form and without attribution to the source, may be passed to the applicants for comment. Those making the representations should stipulate any points which they do not wish to be disclosed.

Requests for a copy of the statement, together with an undertaking in the terms set out above, should be sent in writing to General Division, Department of Trade, Room 128 Kingsgate House, 66-74 Victoria Street, London SW1E 6SH.

Application for temporary exemption from import duty

The Department of Trade is considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and *will remain in operation until the date shown in column 4 below* or for such shorter period as may be justified.

Interested parties who wish to make representations should address them to General Division, Department of Trade, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

Representations should be received by 28 November.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.08	Sodium 4-(2-methylallyloxy)-benzenesulphonate	As in previous column	30 June 1977	G/T 15665

The Import Duty Reliefs Order 1975: relief from import duty on certain films (other than newsreels), film strips, microfilms and slides and sound recordings etc.

The above Order comes into operation on 1 January 1976. It provides for the granting of import duty relief on certain films and sound recordings of an educational, scientific or cultural character in conformity with the United Kingdom's obligations under the Florence Agreement drawn up by the United Nations Educational, Scientific and Cultural Organisation (UNESCO).

Under the provisions of the Order films (other than newsreels), film strips, microfilms and slides within Customs tariff headings 37.04, 37.05 and 37.07B and which are shown to be of an educational, scientific or cultural character will be granted relief from import duty if consigned to:

(a) any public educational, scientific or cultural establishment or organisation; or

(b) any other organisation (including broadcasting and television organisations) approved by the Secretary of State for the purpose of the Order and which are intended exclusively for exhibition by such organisation or any public or private educational, scientific or cultural institution or society approved by the Secretary of State.

Educational, scientific or cultural sound recordings within Customs tariff heading 92.12B will also be granted relief from duty if consigned to any public educational, scientific or cultural organisation, or any other organisation (including broadcasting and television organisations) or any public or private educational, scientific or cultural society approved by the Secretary of State for the purpose of the Order.

At present duty relief is granted on the articles covered by the Order under paragraph 3 of Schedule 4 to the Import Duties Act, 1958, provided that they are to be used for certain non-commercial statutory purposes such as scientific research or the advancement of any branch of learning. The purpose of the Order is to align the United Kingdom's practice with the common EEC arrangements for implementing the Florence Agreement which are due to come into effect on 1 January 1976 under EEC Regulation 1798/75. The main change will be that from that date, the broadcasting and television organisations and certain other approved bodies will qualify for duty relief on the articles concerned.

Inquiries about this notice should be made to the Department of Trade, General Division, Duty Remission Branch, 20 Great Smith Street, London SW1P 3DB (tel. 01-215 5971).

Tariff and Trade Notices

Irish Republic

Preferential trading arrangements. The Revenue Commissioners of the Irish Republic have published a revised Notice (No. 1029 Rev 1) on Rules of Origin and Customs Procedures under preferential trading arrangements between the Irish Republic and the United Kingdom, Northern Ireland, the Commonwealth and South Africa. Copies may be obtained from the Office of the Revenue Commissioners, Dublin Castle. Inquiries: OTAR ext. 288/466/467.

Denmark

Reduction in VAT. *Trade and Industry*, 24 October 1975 published a notice on a reduction in VAT. The reduction excludes in addition to motor vehicles, electricity; telephone, telegraph, telex and similar; radio and television equipment. Inquiries: OTAR ext. 7174/408/482.

France

Poisonous substances in cosmetics and hygienic products. An arrêté was published in the *Journal Officiel* of 11 October 1975 stating that cosmetics and hygienic products can include certain poisonous substances, provided that their concentration by weight does not exceed the limit laid down for each type of product. There is a short table listing the poisonous substances and giving the permitted concentration in specified products.

Copies of the French text can be sent on request or seen at Export House. Inquiries: OTAR ext. 423/408/482.

Portugal

Marking of retail prices. Portuguese *Diario Do Governo*, 223 of 26 September 1975 published Decree-Law 533/75 on the compulsory price marking of goods put up for retail sale. Prices must be shown on the package, on a tag attached to the product, or on a prominently displayed list. OTAR: ext. 458/460.

Spain

Newsprint: home compensation tax. *Trade and Industry* of 22 August 1975, announced a temporary concessional rate of 1.5 per cent home compensation tax levy until 30 September 1975 on newsprint intended exclusively for the publication of daily newspapers, tariff heading 48.01.A.1 and on newsprint imported under the duty-free quota, tariff heading 48.01.A.2. The Spanish *State Gazette*, 30 October 1975 announced the extension of the validity until 31 December 1975. Inquiries: OTAR ext. 462/471/472/473.

Further Information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Israel

Import deposit scheme cancelled. The Israeli authorities have announced that the 20 per cent import deposit scheme was cancelled on 1 November. No further information is available. Inquiries: OTAR ext. 458.

Excise duties. The Israeli Authorities have issued the following amendment to the rate of excise duty on cigarettes.

Packets each containing 20 cigarettes retailed at a price per packet exceeding 105 Agora – 60 per cent.

No further information available. Inquiries: OTAR ext. 458.

Libya

New laws and regulations. Further to the notice published in *Trade and Industry* of 19 September (page 671) the following information has been announced relating to paragraph 4, which stated that certain items may only be imported by Government controlled companies. Only companies in the public sector and share companies will be allowed to trade in:

1 Four building materials – cement, steel, timber and lime
2 Sheep, cattle and meat
3 Financial, banking and investment services
4 Insurance
5 Air transport services

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6 Publishing and advertising services
7 Household insecticides
8 Animal feed
9 Fertilisers
10 Fish
11 Ship repair and maintenance

Certain of the above items are already subject to Government monopoly, therefore no change is expected. Items already subject to import licences will continue to be so but licences will only be issued to Government companies or shareholding companies.

No further information is available. Inquiries CRE tel. 01-215 5358.

Import licensing. The Libyan Ministry of Economy announced that the following additions to the list of commodities are subject to the import licence restrictions.

Television sets
Steel reinforcement bars
Wood
Lime (chemical)
Children's food preparations
Insecticides for household use
Shoes
Precious metals
Radio sets
Tape recorders
Refrigerators
Washing machines
Air conditioners
Distribution boards and squares
Naked and insulated copper conductors
Electric meters
High and low pressure insulators
Aerial partitions and trio-switches
Generators and turbines
Transformers of over five HP
Wooden, metal and cement poles and pylons
Control appliances
Other electrical equipment for household use
Battery operated equipment for household use

Inquiries: OTAR ext. 461.

Guinea

By Guinean decree no. 237/PRG of 21 June, a new state-owned import and export house, Societe Nationale d'Import-Export known as Importex, was established with the present capital of 5,000,000 sylis. Under the decree, Importex, a department of the Guinean Ministry of External Trade, is now responsible for importation and exportation of general merchandise for the account of the specialised state trading co-operation and the sole company to have dealings with the Banque Guineenne de Commerce Exterieur. Inquiries: CRE tel. 01-215 5334.

Zaire

Pharmaceuticals. On 20 October the Zairian authorities decided that the ownership of most pharmacies was to be restored to former Zairian proprietors. This decision did not apply to pharmacies owned by foreign interests, notably those belonging to the American concern Warner Lambert, BP 15896, Kinshasa. Earlier decisions on importation were not affected. Inquiries: OTAR ext. 472/462/471/473.

South Africa

Tariff changes. The following amendments were published in the South African *Government Gazette*, 24 October 1975.

R2014 BN 84.45 and 84.48:
1 The provision for straightening and bending presses is extended to cover all straightening and bending machines.
2 Specific provision at a rate of duty of 20 per cent is made for parts of shearing machines (guillotines).

R2015 BN 87.02 and 87.04. The effect of this notice is that arms and blades for windscreen wipers imported as original equipment with chassis for certain goods vehicles are now liable to a rate of duty of 20 per cent.

R2032 Item 147. BN 87.02: Sales duty. The effect of this notice is that the sales duty on certain motor vehicles with a value for sales duty purposes exceeding R3050 but not exceeding R3475 is reduced from 12.5 per cent to 75 per cent with retrospective effect to 17 October 1975.

R2016 Item 304.06, 306.10, 311.27: Industrial rebates. BN 20.07, 29.25, 51.04, 54.03, 55.05, 56.05, 57.06, 58.05, 83.02 and 83.09:
1 The heading to item 304.06 is reworded and provision is made for a rebate of the full duty on fruit juices, in such quantities and at such times as the Secretary for Agricultural Economics and Marketing may allow by specific permit, for mixing with apple juice produced in the Republic.
2 Provision is made for a rebate of the full duty on acrylic acid and acrylamide, for the manufacture of flocculants.
3 Item 311.27 is restated and provision is made for a rebate of the full duty on woven fabrics and narrow woven fabrics, of man-made fibres (continuous) for the manufacture of sails for sailing vessels.

Inquiries: OTAR ext. 471/472/473/462.

Japan

Motor vehicle regulations. The Japanese Ministry of Transport has published Ordinance No. 35 of 5 September 1975 which includes revisions to the Safety Regulations for Road Vehicles publicised in *Trade and Industry* notice of 18 July 1974. A copy of an unofficial translation of an explanatory bulletin is available on request to British exporters. Inquiries: OTAR ext. 420/475.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

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Australia

Domestic Electric Cooling and Ventilating Fans: Reference withdrawn. A notice in *Trade and Industry* on 16 May 1975 reported a request for Temporary Protection against imports of domestic electric cooling and ventilating fans. After reviewing all the available information the Department of Manufacturing Industry has decided that the major factors contributing to an over-supply of some types of fans were a continued expansion in market supplies and an unexpectedly low level of consumer demand due to seasonal and other conditions.

In view of this the reference has been withdrawn. The Department will however, continue to maintain a close watch on the situation and the application for temporary protection will again be reviewed in the course of the current selling season. Ref. CRE 950/75. Inquiries: CRE tel. 01-215 5319.

Green Olives: Reference to Industries Assistance Commission. A notice in *Trade and Industry* on 11 July 1975 reported a request for Temporary Protection against imports of green olives. This request has now been referred to the Industries Assistance Commission by the Special Minister of State. Ref. CRE 1551/75. Inquiries: CRE tel. 01-215 5319.

New Zealand

Tariff and Development Board reports. Copies of the following New Zealand Tariff and Development Board reports are available from Commercial Relations and Exports Division:

1 Carpet joining tape (ex tariff items 70.20.201 and 70.20.231)
2 Wadding and articles of wadding, etc. (ex tariff headings 48.21 and 62.05)
3 Saccharin, etc. (tariff item 21.07.022)

Ref. CRE 1215/73. Inquiries: CRE tel. 01-215 5321.

Customs tariff amendments. The New Zealand Government has issued Customs Tariff (Composite) Amendment Order (No. 4) 1975, which came into force on 24 October 1975, amending the following tariff items:
21.07.022, 38.19.299, 48.21.039, 59.01.011, 59.01.019, 62.05.039, 70.20.201, 70.20.231 which now read as follows:

No.	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
CHAPTER 21						
Miscellaneous edible preparations						
21.07	Food preparations not elsewhere specified or included:					
21.07.022	Saccharin and other synthetic sweetening substances in tablets or other dispensable forms	g	1975	20%	20%	Aul Free Can 10% CPC 10%
CHAPTER 38						
Miscellaneous chemical products						
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included:					
38.19.259	Saccharin and other synthetic sweetening substances in tablets or other dispensable forms	g	1975	20%	20%	Aul Free Can 10% CPC 10%
38.19.298	Other kinds	..	1975 1976 1977	41% 39% 35%	29% 31% 35%	Aul 25% Can 25% CPC 25%
CHAPTER 48						
Paper and paperboard; articles of paper pulp, of paper or of paperboard						
48.21	Other articles of paper pulp, paper, paperboard or cellulose wadding:					
48.21.032	Sanitary towels	..	1975	20%	20%	Aul Free Can Free CPC Free
48.21.038	Other articles	..	1975 1976 1977	48% 47% 45%	37½% 40% 45%	Aul 32½% Can 32½% CPC 32½%
CHAPTER 59						
Wadding and felt; twine, cordage, ropes and cables; special fabrics; impregnated and coated fabrics; textile articles of a kind suitable for industrial use						
59.01	Wadding and articles of wadding; textile flock and dust and mill neps:					
	Articles of wadding:					
59.01.011	Sanitary towels and tampons	..	1975	20%	20%	Aul Free Can Free CPC Free
59.01.019	Other	..	1975	5%	5%	Aul Free Can Free CPC Free
CHAPTER 62						
Other made up textile articles						
62.05	Other made up textile articles (including dress patterns):					
62.05.039	Sanitary towels	..	1975	20%	20%	Aul Free Can Free CPC Free
CHAPTER 70						
Glass and glassware						
70.20	Glass fibre (including wool), yarns, fabrics, and articles made therefrom:					
	Fabrics in the piece:					
70.20.202	Carpet joining tape	m^2	1975	25%	25%	Aul 15% Can 15% CPC 15%
	Other:					
70.20.209	Assembled by sewing, gumming or otherwise	m^2	1975 1976 1977	42½% 42½% 42½%	30½% 34½% 42½%	Aul 22½% Can 22½% DC 22½% CPC 22½%
	Other:					
	Other kinds:					
70.20.232	Knitted or crocheted fabrics, not elastic nor rubberised	kg	1975 1976 1977	25% 25% 25%	10% 15% 25%	Aul Free Can 10% CPC 10%

AUL = Australia
CAN = Canada
CPC = Commonwealth Preference Countries
DC = Developing Countries

Inquiries: OTAR ext. 401/468/469.

United States

Children's sleepwear. The US *Federal Register*, 22 October 1975, published clarification by the CPSC of certain labelling requirements concerning the identification number of the manufacturing pro-

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duction unit. A copy of the text is available to British exporters from OTAR ext. 456/457/7312.

Canned fruits and vegetables. The US *Federal Register*, 28 October 1975, published a proposal that drained weight be declared on labels of canned fruits and vegetables. Publication of details will be delayed due to the extensive material to be printed. A copy of the text is available from OTAR ext. 456/457/7312.

Baked beans and pork and beans. The US *Federal Register*, 29 October 1975, published details of proposed grade standards for canned baked beans, canned dried beans and canned pork and beans. Written comments (two copies) by 31 December 1975. A copy of the text is available. Inquiries: OTAR ext. 456/457/7312.

Chile

Tariff amendments on AEMC rates. Chilean Ministry of Finance Decree 1,068 published in the *Diario Oficial* (Government Gazette) on 14 October 1975 announces the Andean Pact Common External rates of duty ('Arancel Externo Minimo Comun-AEMC') for the following items; when received from sources outside the Pact area:

		AEMC rate
82.05	Oil drilling tools ('Triconos') sealed and not sealed, made of carbide tungstene, sizes 8½ in, 8¾ in and 12¼ in	55
84.19	Packing and wrapping machines (for 'Blister' or 'bubble' type thermoforming/thermosealing)	60
	Packing and wrapping machines (for suction process 'skin' thermosealing process)	60
90.07	Fixed-focus photographic apparatus, other than industrial/professional types	65
90.16	Micrometers for inside/outside measuring applications	65
	Foot rule gauges (also known as Foot rule callipers)	75
	Angle protractor, Universal type, with clock	75
	Inside measuring callipers, with cross-checking clock	75
	Level plotter and meter	50
	Comparagraph	75
	Depth meter, with cross-checking clock	75
	Comparagraph (quadrant type)	75
	Comparagraph bearing	75

Chilean Ministry of Finance Decree 1,069 published in the *Diario Oficial* (Government Gazette) on 14 October 1975 announces the Andean Pact Common External rates of duty ('Arancel Externo Minimo Comun-AEMC') for the following item when received from sources outside the Pact area:

		AEMC rate
84.61	Pressure reducing valves, used with domestic LG containers (sizes 11, 15, 33 and 45kg)	45

Inquiries (specifying products): OTAR ext. 474/476.

Brazil

Data processing equipment: duty exemption. Customs Policy Council Resolution 2,543, published in Brazil's *Dairio Oficial*, 3 September 1975, exempted from import duty data processing equipment imported by SERPRO (Servico Federal de Processamento de Dados) or consigned and intended for its use. Inquiries: OTAR ex. 476/474.

Registered trade marks

The lists of tariff, customs and import regulation changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Motor compressors: proposed duty increase. Customs Policy Council Edital 775, published in *Diario Oficial*, 5 September 1975, gave notice that the council is studying an increase in the import duty on semi-air-tight motor compressors, of heading 84.11.02.02, from the current rate of 30 per cent to 60 per cent. No further information is available at present. Inquiries: OTAR ext. 476/474.

Ferro-magnetic powder cores: proposed duty increase. Brazil's Customs Policy Council Edital 776, published in *Diario Oficial*, 10 September 1975, gave notice that the Council is studying an increase in import duty on cores of ferro-magnetic powder, of tariff heading 85.01.90.99, from it's current rate of 30 per cent to 45 per cent. No further information is available at present. Inquiries: OTAR ext. 476/474.

Milking machines: proposed duty increase. Customs Policy Council Edital 779, published in Brazil's *Diario Oficial*, 12 September 1975, gave notice that the council was studying an increase in import duty on milking machines, of tariff heading 84.26.01.00, from the current rate of 7 per cent to 37 per cent. No further information is available at present. Inquiries: OTAR ext. 476/474

Guyana

National Trading Corporation. The Prime Minister of Guyana announced on 1 July 1975 that the newly-formed Guyana National Trading Corporation would henceforth be responsible for the importation of all books, paper (including newsprint), and sports goods. Exporters of these goods to individuals or small professional bodies are advised to ask that all orders be accompanied by (a) a copy of the import licence, (b) an authority, signed by the GNTC, stating that direct importation is allowed, and (c) where payment by instalments is involved, a document from the Bank of Guyana allowing the remittance of foreign exchange. No further details are available. Inquiries: OTAR ext. 7312/456/457.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,365	9,380	2,130	2,090							
Series in						£ million				£ million		
1970	100	100	100	100	100	450	325	68	−30	735	−12	747
1971	102	103	102	93	104	70	−148	52	−10	1,048	282	766
1972	104	109	104	82	117	−5	−175	48	−11	128	−690	818
1973	110	114	107	88	125	960	396	102	334	−835	−2,295	1,460
1974	110	114	105	98	113	553	666	81	−68	−3,668	−5,234	1,566
1972 3rd qtr.	104	110	103	79	115	8	−35	6	−16	−89	−280	191
4th qtr.	107	111	105	80	124	19	13	24	−10	−11	−213	202
1973 1st qtr.	110	115	109	86	130	353	166	37	51	−125	−329	204
2nd qtr.	109	112	104	83	118	274	88	3	185	−63	−388	325
3rd qtr.	110	114	107	92	120	155	46	29	47	−217	−583	366
4th qtr	109	114	107	89	132	178	96	32	51	−430	−995	565
1974 1st qtr	106	113	108	97	112	−174	−31	18	−59	−846	−1,272	426
2nd qtr.	110	112	100	96	110	274	191	43	27	−947	−1,336	389
3rd qtr.	112	114	103	97	119	359	368	3	−14	−823	−1,199	376
4th qtr.	111	116	107	101	113	94	139	17	−22	−1,052	−1,427	375
1975 1st qtr.	110	116	106	93	102	−172	−4	−31	−57	−430	−836	406
2nd qtr.	107	114	103	86	100	−340	−121	−52	−52	−397	−687	290
3rd qtr.										−607 p	−937 p	330 **
% change last 2 qtrs. on prev. 2 qtrs.	−2.5	—	−0.8	−9.4	−13.2							
on a year earlier	+0.5	+2.2	+0.5	−7.4	−8.9							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Trade	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales*	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
				monthly averages								thousands	On a balance of payments basis	
Base of index	1970	1970	1971		Jan. 1974		1970	1970	July 1972					
£m in base year			15,895											
Series in				thousands						thousands			£ million at current prices	
1971	100.5	99.7	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	8,810	8,528
1972	102.6	102.3	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	855.0	3.7	147.3	9,140	9,830
1973	110.2	110.9	110.7	137.3	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0	11,771	14,066
1974	106.4	108.0	109.9	102.7	108.5	16.0	215.3	152.0	138.7	599.9⌀	2.6⌀	302.6⌀	15,886	21,120
1974 1st qtr.	104.0	106.3	109.8	103	101.4	12.9	212.5	138.3	125.0	572.9	2.5	288.6	3,490	4,762
2nd qtr.	107.9	109.6	107.3	104	107.5	15.8	213.7	148.9	132.3	579.4	2.5	313.0	3,996	5,332
3rd qtr.	108.4	109.9	111.0	109	110.2	17.0	212.9	156.1	144.0	621.2	2.7	310.1	4,231	5,430
4th qtr.	105.3	106.1	111.6	96	115.1	18.2	222.1	164.9	153.5	..	..	..	4,169	5,596
1975 1st qtr.	104.4	105.7	111.5	106	122.0	20.3	220.9	176.0	163.6	733.3	3.2	..	4,532	5,368
2nd qtr.	100.1	100.2	108.7	91	133.6	24.3	225.6	186.3	176.3	849.7	3.7	159.8	4,461	5,148
3rd qtr.			105.3 p	104	139.4	26.6	239.2 p	193.4 p	185.1	1008.5	4.3	135.2	4,651 p	5,583 p
1974 Nov.	105.8	106.9	112.8	98	115.2	18.3	223.8	164.8	153.9	643.5	2.8	279.8	1,338	1,920
Dec.	103.8	104.9	110.8	87	116.9	19.1	222.5	167.6	158.0	..	..	..	1,450	1,834
1975 Jan.	105.1	107.2	113.0	109	119.9	19.9	222.1	173.0	159.8	709.0e	3.0 e	..	1,509	1,918
Feb.	105.0	106.6	112.3	113	121.9	19.9	218.8	175.9	162.0	736.7	3.2	196.3	1,479	1,806
Mar.	103.2	103.3	109.4	97	124.3	21.2	221.9	179.2	169.0	754.1	3.2	189.7	1,544	1,645
Apr.	101.5	101.7	120.2	89	129.1	21.7	222.9	182.5	170.1	794.2	3.4	176.5	1,365	1,726
May	99.5	99.5	102.5	90	134.5	25.0	226.2	187.3	176.4	853.5	3.7	158.6	1,612	1,693
June	99.5	99.6	104.5	95	137.1	26.1	227.7	189.0	182.4	901.4	3.9	144.4	1,484	1,729
July	100.0	100.3	104.7	89	138.5	26.3	233.2	191.7	184.4	976.5	4.2	131.6	1,569	1,923
Aug.	99.1	99.4	104.9	92	139.3	26.9	241.4	193.5	185.2	1008.8	4.3	136.7	1,492	1,866
Sept.			106.0	130	140.5	26.6	243.0 p	195.0 p	185.6	1040.1	4.5	137.4	1,589 p	1,799 p
Oct.				91			252.3 p	197.4 p		1088.6 p	4.7	126.2		
% change latest 3 months on prev. 3 months	−1.8	−1.7	−3.1	+14.2	+4.4		+7.2	+3.2	+5.0	+14.9		−7.9	+3½††	+9½††
on a year earlier	−8.5	−9.7	−5.1	−2.8	+26.6		+13.9	+22.9	+28.5	+65.6		−56.0	+10	+3

p Provisional * After April 1973, affected by changes due to VAT † Base of index Jan. 1962 = 100
⌀ Average of 11 months e Figure is estimate ** Figure is projection †† Average latest 3 months on average previous 4 months

Wholesale price indices in October

Output prices

The increase of 1¼ per cent to 197.4 (1970 = 100) in the provisional index for the output of all manufactured products in October was larger than those of the two preceding months, but this appears to be attributable to continuation of the quarterly pattern of increases. The change measured over a three month period has continued to decline steadily, and that in the period August to October implies an annual rate of increase of 12½ per cent.

The index for manufactured products other than food, drink and tobacco also rose by 1¼ per cent in October. Increases for passenger cars were the most important contributory factor, but the rise in this sector has also been smaller than in recent quarters.

In the food sector, the rise of 1 per cent to 204.1 in October, on provisional figures, was mainly due to higher prices for animal feedingstuffs and bacon. Increases for fruit and vegetable products were largely offset by lower sugar prices.

Input prices

The 10 per cent rise in the dollar price of crude oil, effective from 1 October, exacerbated by the continued decline in the dollar exchange rate, was by far the main reason for the increase of 4½ per cent in the index for materials purchased by manufacturing industry other than food, drink and tobacco. There are signs of an end to the decline in world prices of semi-manufactured goods, and sterling's fall with respect to most European currencies between September and October has increased the prices of these and other imported goods to British industry.

A substantial rise in the price of gas was largely responsible for a 2 per cent increase in the provisional index for coal, gas and electricity.

The rise of 1¾ per cent in the index for materials and fuel purchased by the food industry in October was mainly due to higher prices for fish, potatoes, home grown cereals and imported wheat. The rate of inflation in this sector appears to have eased substantially since August, when a 7½ per cent increase occurred.

As a result of all these changes, the index for materials and fuel purchased by all manufacturing industry rose by 3¾ per cent in October to 252.3. Two-thirds of the increase was attributable to the rise in cost of crude oil.

1970 = 100

	August	September p	October p
OUTPUT PRICES (Home sales)			
All manufactured products	193.5	195.0	197.4
Products of manufacturing industry, other than food, drink and tobacco industries	199.3	201.2	203.8
Products of the food manufacturing industries	201.6	202.1	204.1
PRICES OF MATERIALS AND FUEL PURCHASED			
By manufacturing industry	241.4	243.0	252.3
Materials	245.7	247.6	257.3
Coal, gas and electricity	200.3	200.3	204.4
By manufacturing industry other than food, drink and tobacco industries	256.7	256.9	267.7
Materials	264.8	265.0	276.7
By food manufacturing industries	208.2	213.5	217.0

p = provisional.

The full version of this article on wholesale price indices will appear later.

Symbols used in all statistical tables

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
e fifty-three week period

Made-up clothing: orders and deliveries

In the three months ended July 1975, deliveries by the clothing industry were provisionally estimated to have been 1 per cent lower than in the preceding three months. Net new orders were 7 per cent lower and orders-on-hand at the end of July were 5 per cent below the end April 1975 level. (These comparisons are based on the seasonally adjusted series in the accompanying table.)

In using the index numbers shown in the table, it should be borne in mind that, when price increases are large, the various problems associated with constructing a constant value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent months.

Made-up clothing

Index numbers of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
1968	107		100		97	
1969	100		97		97	
1970	103		102		100	
1971	119		108		104	
1972	125		110		109	
1973	155		123		117	
1974	145 r		115		114 r	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1973 3rd quarter	150	158	102	118	115	117
4th quarter	155	155	129	117	120	118
1974 1st quarter	164	171	111	116	107	106
2nd quarter	171	156	122	115	113	115
3rd quarter	137	147	96	110	115	118
4th quarter r	145	148	129	118	122	120
1975 1st quarter r	134	140	115	123	116	118
2nd quarter p	160	146	129	117	110	109
1973 July	161	157	90	117	111	117
August	157	161	97	122	103	116
September	150	158	118	113	130	118
October	159	159	165	129	137	120
November	164	154	141	115	128	120
December	155	155	81	108	95	115
1974 January	166	165	96	111	92	106
February	168	174	122	130	108	103
March	164	171	116	106	122	108
April	171	179	133	130	115	115
May	182	164	134	112	108	112
June	171	156	100	103	117	119
July	156	155	85	111	112	117
August	143	150	86	108	105	119
September	137	147	116	111	129	117
October r	142	145	150	117	141	123
November r	152	146	153	124	130	121
December r	145	148	85	113	96	115
1975 January r	137	137	101	117	103	119
February r	134	138	121	128	125	119
March r	134	140	124	124	119	116
April p	143	150	131	116	114	104
May p	163	147	143	119	106	111
June p	160	146	113	116	110	113
July p	143	142	83	108	108	113

Provisional estimates of vehicle production and new car registrations in October

Tables 1 and 2 show United Kingdom vehicle production as estimated from provisional returns supplied by the major manufacturers. Car production in the four weeks ending 25 October was 97,000 units, a weekly rate of 24,250 which was 21 per cent below the level of output in October 1974. Commercial vehicle output of 31,600 units (7,900 per week) was 10 per cent below the level of production of October 1974. Production of cars in the first 10 months of 1975 is estimated to have been 17 per cent below that in the corresponding period of 1974, while production of commercial vehicles has fallen by 3 per cent on the same comparison.

In seasonally adjusted terms, car output of 95,000 units was 25 per cent below the average monthly output in 1974. Production of commercial vehicles at 29,700 units was 12 per cent below the average monthly output last year.

Table 3 shows provisional estimates of new car registrations. Seasonally adjusted new car registrations in October are provisionally estimated at 91,000. The average monthly level of 104,000 in August-October was 14 per cent above the average for the preceding three months.

TABLE 1 Estimated UK production in October 1975

Thousands

	Cars		Commercial vehicles	
	Month	Weekly average	Month	Weekly average
Estimated output:				
1975 (4 weeks ended 25.10.75)	97.0	24.2	31.6	7.9
1974 (4 weeks ended 26.10.74)	122.8	30.7	35.2	8.8
Percentage change		−21		−10

TABLE 2 UK vehicle production: monthly averages (seasonally adjusted)

Thousands

	1974		1975						Average of		
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	Aug.	Sep.	Oct.	May-Jul. 1975	Aug.-Oct. 1975	% change
Cars	138	130	119	89	113	102	116	95	95	104	+10
Commercial vehicles	37.5	34.6	35.6	30.8	31.9	31.2	32.1	29.7	30.8	31.0	+1

TABLE 3 New car registrations: monthly averages

Thousands

	1974		1975						Average of		
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	Aug.	Sep.	Oct.	May-Jul. 1975	Aug.-Oct. 1975	% change
Recorded	110	82	116	96	108	152	116	85			
Seasonally adjusted	109	96	106	91	104	92	130	91	91	104	+14

Regional selective assistance

The table below shows on a regional basis the applications received and offers made under Section 7 of the Industry Act for the month indicated.

AUGUST 1975

	Applications received	Offers made	
	No.	No.	Value (£000)
Scotland	13	15	10,267
Wales	14	18	2,243
Northern	14	7	497
North West	15	9	9,233
Yorks/Humberside	7	6	404
South West	3	2	2
East Midlands	11	4	90
West Midlands	–	1	1
Total	77	62	22,737

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757 ext. 368 or Telex No. 886143).

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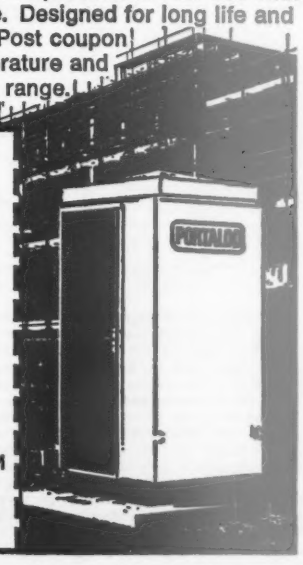
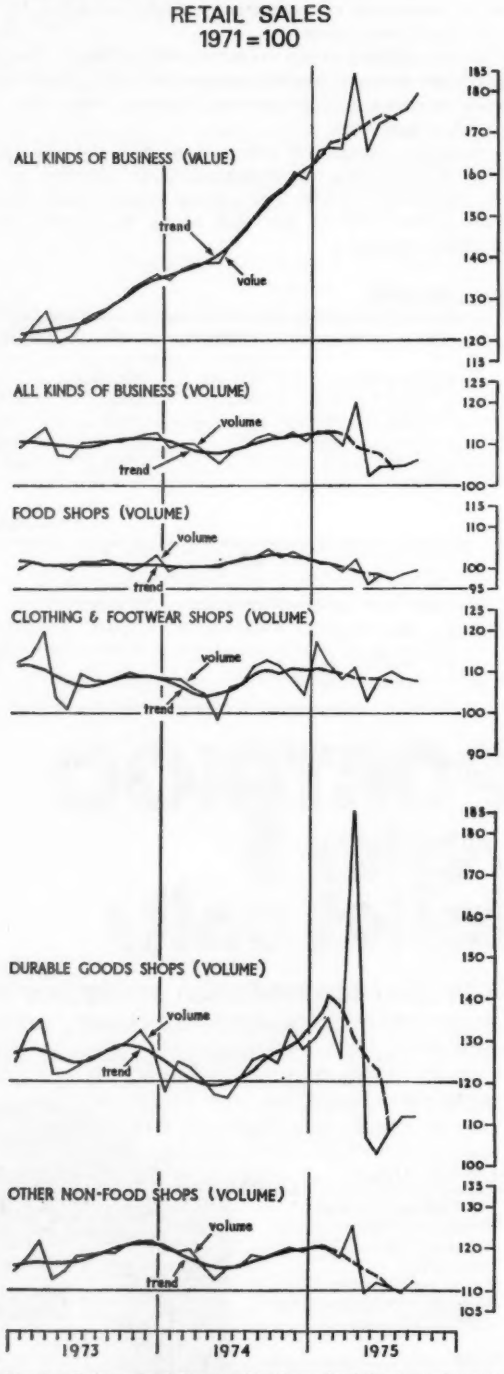


Retail sales in September

Volume

The final seasonally adjusted index of the volume of retail sales in September is 106.0, the same as the provisional estimate, and little different from the level of the previous three months.



The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The monthly periods consist of four weeks except those marked * which are of five weeks. The September 1975 sales period was the five weeks from 31 August 1975 to 4 October 1975. The corresponding period in 1974 was the five weeks from 25 August 1974 to 28 September 1974.

(†) Including department stores and mail order businesses.

The press notice giving the *provisional* estimates of the seasonally adjusted index of the volume of retail sales for October and the increase in the value of sales compared with a year earlier will be published later this month.

TABLE 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	105.8	101.5	109.0	105	115	109
1973	110.7	101.0	117.7	109	127	118
1974	109.9	101.8	115.9	107	123	117
1973 1st quarter	111.8	100.8	119.8	116	130	118
2nd quarter	108.3	100.7	113.8	105	122	115
3rd quarter	110.6	101.4	117.3	108	127	118
4th quarter	112.0	101.3	119.8	109	130	121
1974 1st quarter	109.8	100.1	116.8	107	122	119
2nd quarter	107.3	100.8	112.2	103	118	114
3rd quarter	111.0	103.3	116.7	111	124	117
4th quarter	111.6	103.0	118.0	108	128	119
1975 1st quarter	111.5	100.5	119.5	112	130	119
2nd quarter	108.7	98.7	116.0	108	129	115
3rd quarter	105.3	98.4	110.2	109	111	111
1974 July	109.2	102.3	114.2	107	121	115
August	111.4	102.7	117.7	111	125	118
September*	112.2	104.5	117.8	113	126	117
October	111.4	102.8	117.8	111	124	118
November	112.8	103.9	119.3	108	132	120
December*	110.8	102.4	117.0	104	128	119
1975 January*	113.0	101.5	121.4	117	130	120
February	112.3	101.0	120.6	112	135	120
March*	109.4	99.2	116.8	108	126	118
April	120.2	102.1	133.3	111	185	125
May	102.5	95.9	107.3	103	106	109
June*	104.5	98.1	109.1	109	102	112
July	104.7	97.3	110.1	110	108	111
August	104 9	98.5	109.6	108	112	109
September*	106.0	99.3	110.8	108	112	112
1975 Apr.-June	108.7	98.7	116.0	108	129	115
July-Sept.	105.3	98.4	110.2	109	111	111
Percentage increase	−3.1	−0.3	−5.0	1	−14	−14

TABLE 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	108.9	114.2	112	118	114
1973	126.9	122.8	129.9	128	136	128
1974	146.7	144.5	148.2	149	143	150
1973 1st quarter	123.5	115.5	129.3	130	138	126
2nd quarter	122.0	119.9	123.6	121	128	123
3rd quarter	127.8	124.5	130.2	129	136	129
4th quarter	134.2	131.3	136.3	134	141	136
1974 1st quarter	136.8	134.6	138.4	139	135	139
2nd quarter	140.6	139.7	141.3	141	135	144
3rd quarter	150.6	147.9	152.6	157	146	153
4th quarter	158.5	155.8	160.5	159	156	163
1975 1st quarter	166.2	161.7	169.6	173	163	171
2nd quarter	174.0	173.1	174.6	170	175	177
3rd quarter	176.7	179.1	175.0	176	159	180
1974 July	146.6	144.7	148.0	149	142	149
August	150.5	146.7	153.3	158	146	154
September*	154.0	151.5	155.8	162	149	155
October	156.4	153.2	158.8	163	148	161
November	160.3	157.5	162.2	159	161	164
December*	158.8	156.5	160.4	155	157	164
1975 January*	165.8	159.4	170.5	177	161	171
February	166.7	161.2	170.8	173	168	171
March*	166.3	164.3	167.7	168	160	171
April	184.4	173.4	192.4	173	232	187
May	165.9	169.3	163.4	163	149	169
June*	172.1	175.9	169.3	172	150	175
July	174.4	175.5	173.6	176	158	178
August	175.8	179.1	173.3	175	158	178
September*	179.3	182.0	177.4	176	161	184
1975 Apr.-June	174.0	173.1	174.6	170	175	177
July-Sept.	176.7	179.1	175.0	176	159	180
Percentage increase	1.6	3.5	0.2	4	−9	2

The distortions to the pattern of trade resulting from the April Budget make difficult an assessment of the underlying level in the volume of trade in recent months. Taking the second and third quarters together, the average level was 4 per cent below the average of the two preceding quarters.

Using the same periods for comparison for the main components of the total, sales by food shops fell by 3 per cent, sales by clothing and footwear shops by 2 per cent, sales by durable goods shops by 7 per cent and sales by other non-food shops, which include department stores and mail-order businesses, by 5 per cent.

Value

Based on non-seasonally adjusted data, the value of total retail sales in September was 18 per cent higher than in September 1974. In the first nine months of 1975, the value of sales was 21 per cent above the corresponding period of 1974.

Hire purchase and other instalment credit business in September

Finance houses and retailers advanced £252 million in new instalment credit agreements in September (seasonally adjusted). This brought the total of advances in the third quarter to £733 million, 3 per cent less than in the second quarter but a little more than in the first. Finance houses advanced £306 million in the third quarter, continuing their recent slight upward trend in lending. Retailers' advances were more or less the same in September as in recent months although in the third quarter as a whole lending was 6 per cent less than in the second quarter, due to the high level of lending in April between the announcement and the introduction of higher rates of value added tax on 1 May.

The total value of retailers' sales on instalment credit terms showed a similar pattern. The weekly average value of sales in the third quarter was 6 per cent less than in the second quarter but little difference from the first quarter. Within the total there were some differences in the pattern of sales by different types of retail businesses. Average weekly sales by durable goods shops were 14 per cent less in the third quarter than in the second and 7 per cent less than in the first quarter. Department stores' sales showed a little change in the third quarter compared with the first and second quarters. Other instalment credit retailers (mainly mail order businesses) experienced a 4 per cent drop in sales in the third quarter compared with the second although sales were much the same as on average in the first quarter.

The balance of instalments outstanding to finance houses on all agreements decreased by £11 million in the third quarter following similar decreases in the first and second quarters. Amounts outstanding to retailers on instalment credit agreements increased by £11 million in the third quarter following a somewhat larger increase during the second quarter. At the end of September the total debt outstanding to retailers and finance houses was £2,257 million (*not* seasonally adjusted), 2 per cent less than a year earlier.

UK manufactured exports and export prices – an official model

The eleventh in the series of *Government Economic Service Occasional Papers* is now available. It is *A Model of UK Manufactured Exports and Export Prices* by John Hutton and Patrick Minford. The paper is based on their work when in HM Treasury (John Hutton is now at the University of York and Partick Minford formerly of the University of Manchester is at the National Institute of Economic and Social Research). In it they describe the model they constructed for use in Government forecasting and discuss the economic relationships underlying the behaviour of exports and export prices.

The paper is published by HM Stationery Office and can be obtained from Government Bookshops or through booksellers, price £1.60 (postage extra).

TABLE 1 Hire-Purchase and other instalment credit business seasonally adjusted

£ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1970	1,735	84	822	58	913	26
1971	2,053	240	990	165	1,063	75
1972	2,497	424	1,222	296	1,275	128
1973	2,871	438	1,453	332	1,418	106
1974	2,517	−155	1,037	−160	1,480	5
1974 1st quarter	576	−68	232	−57	344	−11
2nd quarter	614	−43	255	−45	359	2
3rd quarter	648	−15	270	−28	378	13
4th quarter	679	−29	280	−30	399	1
1975 1st quarter	723	−12	290	−16	433	4
2nd quarter	756	13 r	301	−13 r	455	26
3rd quarter	733	—	306	−11	427	11
1975 January	246	7	104	2	142	5
February	243	−10	96	−10	147	—
March	234	−9	90	−8	144	−1
April	271	26	102	—	169	26
May	247	−10	102	−10	145	—
June	238	−3 r	97	−3 r	141	—
July	246	−8 r	104	−12 r	142	4
August	235	−4 r	93	−10 r	142	6
September	252	12	109	11	143	1
1975 April-June	756	13	301	−13	455	26
July-Sept.	733	—	306	−11	427	11
Percentage increase	−3		2		−6	
Debt outstanding at 31 December 1974 (unadjusted)	—	2,330	—	1,478	—	852

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(46)	(489)
1970	121	112	119	128
1971	134	138	138	131
1972	158	162	157	155
1973	176	165	181	183
1974	184	132	193	217
1974 1st quarter	171	118	176	207
2nd quarter	178	126	183	212
3rd quarter	188	134	208	222
4th quarter	198	152	211	228
1975 1st quarter	211	159	233	244
2nd quarter	222	172	224	255
3rd quarter	208	148	229	246
1975 January*	208	158	228	240
February	216	162	241	249
March*	210	157	231	244
April	253	238	242	264
May	211	150	223	250
June*	206	136	210	252
July	206	151	237	240
August	206	148	207	246
September*	210	145	240	250
1975 April-June av.	222	172	224	255
July-Sept. av.	208	148	229	246
Percentage increase	−6	−14	−2	−4

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by September 1975 sales was the five weeks from 31 August 1975 to 4 October 1975. The corresponding period in 1974 was from 25 August 1974 to 28 September 1974.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 7 November 1975.

BR E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Movietone News 2422	BR E 38137 8 11 80	8	7 November	British Movietonews Ltd.	British Movietonews Ltd.
			FOREIGN		
Moonrunners	F 38308	101	7 November	United Artists Corporation Ltd.	Moonrunners Ltd., USA
Sharks' Treasure	F 38309	95	7 November	United Artists Corporation Ltd.	Symbol Productions Inc., California

British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the four weeks ended 27 September 1975.

Distributors' Earnings submitted	£
Low cost films:	
Eligible (after multiplying by 2½)	53,714
Not eligible for 2½ times rental	15,211
	68,925
High cost films (including newsreels after multiplying by 2½)	635,664
	704,589
Films under 3,000 ft (after multiplying by 2½)	80,940
	785,529
Levy collections paid to the Agency by HM Customs and Excise to 21 October 1975 approximately covering entertainments for the four weeks ended 27 September 1975.	585,545

The eleventh interim allocation for the eighteenth year will be at the rate of 59 per cent.

Business Monitor

The following titles and issues of Business Monitor are now available:

Monthly at £2.10 a year post free:

PM 491 Rubber for August 1975

Quarterly at 70p each a year post free:

PQ 218 Fruit and vegetable products for first quarter 1975
PQ 273 Toilet preparations for second quarter 1975
PQ 277 Dyestuffs and pigments for second quarter 1975
PQ 353 Surgical instruments and appliances for second quarter 1975
PQ 366 Electronic computers for second quarter 1975
PQ 368 Electrical appliances primarily for domestic use for second quarter 1975
PQ 370 Ship and boat building, repairing and marine engineering for first quarter 1975
PQ 380 Wheeled tractors for second quarter 1975
PQ 419 Carpets for second quarter 1975
PQ 433 Fur for second quarter 1975
PQ 471 Timber, (sawmilling, etc., and builders' woodwork) for first quarter 1975
PQ 482.2 Miscellaneous packaging products of paper and film for second quarter 1975

Report on the Census of Production 1972 (56½p including postage):

PA 279.3 Explosives and fireworks
PA 444 Overalls and men's shirts, underwear, etc.

Miscellaneous series

Monthly at £2.10 a year post free:

M 1 Motor vehicle registrations for September 1975

Business Monitors in the Production series and Miscellaneous series, and certain Monitors (Nos. SD 1 to SD 9) in the Service and Distributive series, are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Library at the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633 56111 ext. 2973; telex 497121/497122 – Answer back BSO Newport), from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly Monitors cost 30p a copy post free. The annual Monitors are individually priced, and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at either the Department of Industry Central Library, 1 Victoria Street, London SW1H 0ET, or the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

The Annual Census of Production Reports (the PA series of Monitors), and the 1971 Census of Distribution Reports (which are being published as Monitors SD 10 to SD 23, though not all are yet available) can be obtained on standing order from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH, or can be purchased separately from the Government Bookshops or through booksellers.

New companies incorporated in Northern Ireland during September

During the month of September 61 private companies and one public company with a total nominal capital of £2,170,100 were incorporated in Northern Ireland.

During the period January-September 397 companies with a total nominal capital of £12,208,897 were incorporated, as compared with 429 companies with a total nominal capital of £6,418,350 incorporated in the same period in 1974.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	16 May 1975
Balance of payments:	
current account (M)	31 Oct. 1975
trends in invisible transactions (Q)	17 Oct. 1975
(*see also* Overseas trade of the UK)	
Bankruptcies *see* Insolvencies	
Business names and limited partnerships (A)	30 Jan. 1975
Capital expenditure: manufacturing, distributive and service industries (Q)	3 Oct. 1975
Catering trades turnover (M)	17 Oct. 1975
Census of production (A)	19 Dec. 1974
(amendment)	16 Jan. 1975
Chemicals industry activity (Q)	26 Sept. 1975
Companies:	
acquisitions and mergers (Q)	15 Aug. 1975
insolvencies (Q)	31 Oct. 1975
liquidity (Q)	12 Sept. 1975
new registrations:	
Gt. Britain (M)	31 Oct. 1975
N. Ireland (M)	This week
rate of return on capital	24 Oct. 1975
Construction work overseas (A)	17 Oct. 1975
EEC economic indicators	7 Nov. 1975
Energy trends (M)	7 Nov. 1975
Engineering industries: sales and orders (M)	24 Oct. 1975
Film industry	
British Film Fund Agency returns (M)	This week
cinema admissions and takings (M)	7 Nov. 1975
overseas payments and earnings (A)	8 Aug. 1975
registrations of films (A)	6 Feb. 1975
Food:	
consumption levels (6M)	10 Oct. 1975
household consumption (Q)	3 Oct. 1975
Footwear industry: production, orders and deliveries (M)	17 Oct. 1975
Foreign exchange: official reserves (M)	7 Nov. 1975
Foreign trade: industrial countries' production and trade (Q)	8 Aug. 1975
(*see also* Overseas trade of the UK)	
Hire-purchase business (M)	This week
Industrial production:	
index numbers (M)	24 Oct. 1975
N. Ireland index (M)	24 Oct. 1975
Wales	10 Oct. 1975
Insolvencies in England and Wales (Q)	31 Oct. 1975
Insurance companies: investments and assets (A)	22 Aug. 1975
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	10 Oct. 1975
investment and earnings overseas (A)	14 Mar. 1975
(amendment)	21 Mar. 1975
Machine tools: sales and orders (M)	31 Oct. 1975
Man-made fibres:	
deliveries (Q)	5 Sept. 1975
production (M)	3 Oct. 1975
production: quarterly analysis (Q)	5 Sept. 1975
Motor industry:	
car and commercial vehicle production (M)	31 Oct. 1975
estimated figures (M)	This week
motor trade turnover (Q)	22 Aug. 1975
Office development permits (Q)	26 Sept. 1975
Overseas trade of the UK:	
direct exporters and credit terms (A)	11 Apr. 1975
unit value and volume index numbers (M)	31 Oct. 1975
analysis of trends (Q)	29 Aug. 1975
(*see also* Balance of payments)	
Paper and board production (M)	30 Jan. 1975
Pension funds: investments and assets (A)	22 Aug. 1975
Regional selective assistance (M)	This week
Retail prices index (M)	24 Oct. 1975
Retail trades:	
sales (M)	This week
provisional figures (M)	24 Oct. 1975
sales, N. Ireland (M)	24 Oct. 1975
stocks (M)	17 Oct. 1975
Royalties: overseas transactions (A)	11 Apr. 1975
Shipping: nationality of vessels in UK sea-borne trade (A)	23 Jan. 1975
Steel consumption and stocks (Q)	26 Sept. 1975
Stocks:	
manufacturers' and distributors' quarterly figures (Q)	3 Oct. 1975
manufacturers' stocks: monthly estimates (M)	31 Oct. 1975
retail (M)	17 Oct. 1975
Television: overseas payments and earnings (A)	8 Aug. 1975
Textiles:	
activity in the industry (Q)	7 Nov. 1975
carpet sales (M)	24 Oct. 1975
cotton industry production (M)	7 Nov. 1975
hosiery production (M)	17 Oct. 1975
made-up clothing: orders and deliveries (M)	This week
wholesale houses' sales (M)	31 Oct. 1975
wool exports (Q)	20 June 1975
wool output (M)	7 Nov. 1975
Tourism:	
foreign visitor arrivals (M)	31 Oct. 1975
overseas travel and tourism (A)	7 Mar. 1975
Wholesale prices:	
average prices of selected commodities (A)	13 June 1975
index numbers (M)	This week

Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	3 Oct. 1975
Customs notices of interest to exporters	10 Oct. 1975
ECGD local offices	10 Oct. 1975
Guide to Departments	11 July 1975
Official Receivers' offices	3 Oct. 1975
Programme of trade promotions	24 Oct. 1975
Release dates of economic statistics	24 Oct. 1975

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the list of Contractors to H.M. Government Departments.

Please Mention 'Trade and Industry' When Replying To Advertisements

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Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

MISCELLANEOUS ADVERTISEMENTS

Semi-display £2.40 per s.c.c. Run-on linage 60p per line (minimum 4 lines). Box No. 50p.

Orders for advertisements should be addressed to T. G. Scott and Son Ltd., 1 Clement's Inn, London WC2A 2ED.

Replies to Box Numbers should be addressed to Box No.—Trade and Industry, T. G. Scott and Son Ltd., 1 Clement's Inn, London WC2A 2ED.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd., are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes expertly graded to customers requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montague Industrial Estate, Edmonton, London, N.18. Tel: 01-807 2150. (1)

BALL AND ROLLER BEARINGS, Steelballs and surplus goods (tools etc.) wanted and sold—metal ammo boxes, useful for storage, transport, shelving in quantity only etc. for sale. Details: R. Pordes, 529B, Finchley Road, London, NW3. 01-435 9878/9. (12)

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LETTERS TO THE EDITOR

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Government Sales

Ministry of Defence

26 and 27 November 1975 Vehicles and earth moving equipment

Location: Ordnance Storage and Disposal Depot RAOC, Ruddington, Notts

Auctioneers: Walker Walton and Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL (tel. 0602 54272)

440 saloons, limousines, estate cars, minibuses and light vans (including 220 Morris 'Mini' and 'Minor 1000' saloons and travellers). Rolls Royce 'Silver Cloud' limousine, Rolls Royce 'Silver Shadow' saloon. 230 Land Rovers, motor cycles. 175 commercial vehicles including heavy duty trucks and tractors by AEC, Diamond 'T', Leyland and Scammell. 60 trailers (10 cwt-50 tons), refuellers, fire tenders, Bedford 'RL' and 'TK' trucks and tractor units. Bedford trucks fitted Simon hydraulic hoists, factory trucks, mobile cranes by Coles and Jones. Reach trucks and scrapers. The majority of vehicles are sold as single lots.

3 December 1975 Miscellaneous stores

Location: The Embassy Suite, Balkerne Lane, Colchester

Auctioneers: Fenn Wright Garrod Turner (Dept. L), 146 High Street, Colchester, Essex CO1 1PW (tel. 0206 46161)

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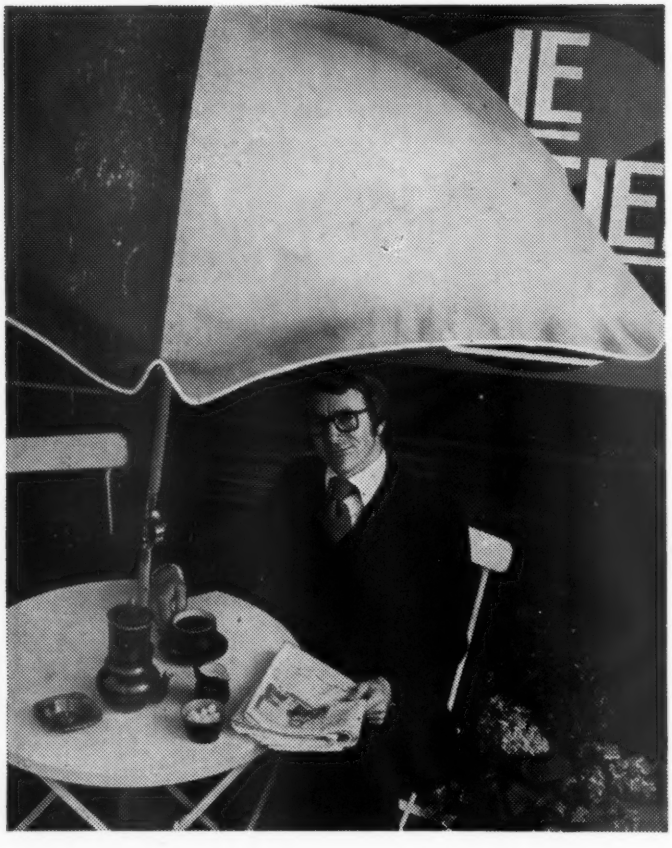

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Registered as a Newspaper, Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London EC1P 1BN, for the Department of Industry, 1 Victoria Street, London SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS. ISBN 0 11 724230 6